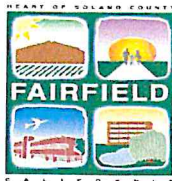




**PDF FILE #1**

**COMMERCIAL CANNABIS  
BUSINESS PERMIT**





COMMERCIAL CANNABIS BUSINESS  
INITIAL APPLICATION  
CITY OF FAIRFIELD

City of Fairfield

Community Development Department  
1000 Webster Street  
Fairfield, CA 94533  
Ph: 707.428.7461  
Email: [planning@fairfield.ca.gov](mailto:planning@fairfield.ca.gov)  
<https://www.fairfield.ca.gov/cannabis>

APPLICANT (ENTITY) INFORMATION

APPLICANT (ENTITY) NAME: East of Eden North Bay, LLC DBA: East of Eden  
Physical Address: 514 Work Street City: Salinas State: CA Zip: 93901  
PRIMARY CONTACT (Same as above? ☐ Yes ☒ No): Mustafa (Mike) Bitar  
Title: Vice President of Retail Sales  
Address: 514 Work Street City: Salinas State: CA Zip: 93901  
Phone: REDACTED Email: mike@grupoflor.com  
HAS ANY INDIVIDUAL IN THIS APPLICATION APPLIED FOR ANY OTHER CANNABIS PERMIT IN THE CITY OF FAIRFIELD: ☐ Yes ☒ No  
Select one or more of the following categories. For each category, indicate whether you are applying for Adult-Use ("A") or/and Medicinal ("M") or both.  
☒ Adult Use ☒ Medical Use  
☒ Retail (Storefront) ☐ Retail (Non-Storefront) ☐ Manufacturing ☐ Testing  
Business Formation Documentation: Describe how the business is organized (attach to Business Plan).  
☐ Sole Partnership ☐ Corporation ☐ S-Corporation ☒ Limited Liability Company ☐ Limited Partnership

PROPOSED LOCATION

PROPERTY OWNER NAME: George Almeida  
Address: 1740 Travis Blvd. (Proposed Location) City: Fairfield State: CA Zip: 94533  
Phone: REDACTED Email: REDACTED  
Zoning Verification Letter (Please attach): ☐ Not Applicable ☒ Yes ☐ No  
Assessor's Parcel Number (APN): 0033-250-060  
Proposed Location Square Footage: 4,472 square feet

APPLICATION SUBMITTAL CHECKLIST

Applications failing to submit any of the following will be determined ineligible unless otherwise noted by an asterisk for special deadlines, and will not move forward in the application process:

- ✓ One (1) printed hard copy of a complete and signed Commercial Cannabis Initial Application form (Pages 1-9), with the Application Fee, and one (1) printed hard copy of the entire application submittal.
- ✓ All Evaluation Criteria outlined in Appendix A saved in PDF format on a single USB flash drive. (This section shall not exceed 200 pages).\*
- ✓ Proof of Capitalization (All bank statements, loan documents, promissory notes, financial and commitment letters) – to be contained within the Business Plan listed in Appendix A
- ✓ Proof of comprehensive general liability insurance (minimum \$1M per occurrence) or evidence by an Insurance Agency that the cannabis business is insurable.\*\*
- ✓ A signed and notarized Property Consent form, or Lease Agreement, or a "Letter of Intention" to Lease.
- ✓ A signed and notarized Terms and Conditions form.
- ✓ Live Scan/Background Check information for each Owner/Principal, and Proof of Preliminary Background Check payment.
- ✓ Zoning Verification Letter (ZVL).

\* Background and Proof of Capitalization/Financial documents are not part of the 200-page limitation.

\*\* The only information that can be submitted after the initial application is proof of insurance prior to the City Awarding a Cannabis Permit however, at a minimum proof of insurability must be provided with the initial application package.



### SUPPORTING INFORMATION

List all fictitious business names the applicant is operating under including the address where each business is located:

Applicant's parent entity, Grupo Flor Corporation, and its parent entity, BAK Festivals, Inc. operate commercial cannabis businesses under the fictitious business names set forth in the attached list.

Has the Applicant or any of its owners been the subject of any administrative action, including but not limited to suspension, denial, or revocation of a cannabis business license at any time during the past three (3) years? If so, please list and explain:

No.

Is the Applicant or any of its owners currently involved in an application process in any other jurisdiction?

Applicant's owner intends to submit an application in the City of Concord.

### APPLICATION CERTIFICATION

I hereby certify, under penalty of perjury, on behalf of myself and all owners, managers and supervisors identified in this application that the statements and information furnished in this application and the attached exhibits present the data and information required for this initial evaluation to the best of my ability. I further certify, under penalty of perjury, that the facts, statements, and information presented are true, complete, and accurate, to the best of my knowledge and belief. I understand that a misrepresentation of fact is cause for rejection of this application, denial of the permit, or revocation of a permit issued.

In addition, I understand that the filing of this application grants the City of Fairfield permission to reproduce submitted materials for distribution to staff, Commission, Board and City Council Members, and other Agencies to process the application. Nothing in this consent, however, shall entitle any person to make use of the intellectual property in plans, exhibits, and photographs for any purpose unrelated to the City's consideration of this application.

Furthermore, by submitting this application, I understand and agree that any business resulting from an approval shall be maintained and operated in accordance with requirements of the City of Fairfield Municipal Code and State law.

Mustafa (Mike) Bitar

Name

  
Signature

Vice President of Retail Sales

Title

10-22-20  
Date

For details about the information required as part of the application process, see the Application Procedures & Guidelines, City of Fairfield Municipal Code Chapter 10E and any additional requirements to complete the application process. All documents can be found online at [www.fairfield.ca.gov/cannabis](http://www.fairfield.ca.gov/cannabis). For questions please contact the Community Development Department at 707.428.7461.



## SUPPORTING INFORMATION

List all fictitious business names the applicant is operating under including the address where each business is located:

**BAK Festivals, Inc.** wholly owns **Grupo Flor Corporation** which, in turn, wholly owns Applicant **East of Eden North Bay, LLC** (dba East of Eden).

In addition to East of Eden North Bay, LLC, Grupo Flor Corporation wholly owns the following entities which hold the following cannabis licenses:

Entity Name	Fictitious Business Name	Address	License Type	Licensing Agency	License Number
Flor X, Inc.	Grupo Wholesale	514 Work Street Salinas, CA 93901	Distribution	California Department of Consumer Affairs - Bureau of Cannabis Control	C11-0000401-LIC
710 Combinator Co.	Grupo Manufacture	514 Work Street Salinas, CA 93901	Manufacturing	California Department of Food and Agriculture - Manufactured Cannabis Safety Branch	CDPH-10002658
East of Eden Cannabis Co.	Grupo Retail, East of Eden	514 Work Street Salinas, CA 93901	Storefront Retail	California Department of Consumer Affairs - Bureau of Cannabis Control	C10-0000224-LIC
East of Eden Moss Landing, LLC	N/A	8022 Moss Landing Rd. Moss Landing, CA 95039	Storefront Retail	California Department of Consumer Affairs - Bureau of Cannabis Control	C10-0000700-LIC
East of Eden Prunedale, LLC	White Fire	2329 San Miguel Canyon Rd. Salinas, CA 93907	Storefront Retail	California Department of Consumer Affairs - Bureau of Cannabis Control	Construction ongoing. Upon completion and receipt of Certificate of Occupancy, State License will be sought.



In addition to the foregoing, BAK Festivals, Inc.'s Chief Operating Officer, Darren Dykstra, is the CEO and owner of the following entity which holds the following cannabis license:

Entity Name	Fictitious Business Name	Address	License Type	Licensing Agency	License Number
WF Enterprises, Inc.	White Fire	111 Old Tully Rd. San Jose, CA 95111	Storefront Retail	California Department of Consumer Affairs - Bureau of Cannabis Control	C10-0000117-LIC



**CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT**

CIVIL CODE § 1189

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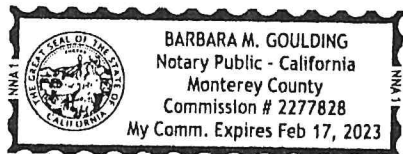
State of California )

County of Monterey )On 10.22.2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officerpersonally appeared Mustafa (Mike) Bitar  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature Barbara M. Goulding  
Signature of Notary Public

Place Notary Seal Above

**OPTIONAL**

Though this section is optional, completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.

**Description of Attached Document**

Title or Type of Document: \_\_\_\_\_ Document Date: \_\_\_\_\_

Number of Pages: \_\_\_\_\_ Signer(s) Other Than Named Above: \_\_\_\_\_

**Capacity(ies) Claimed by Signer(s)**

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_



### OWNER INFORMATION

This section must be completed by all owners. The total ownership percentage should equal 100%.

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 100% of East of Eden North Bay, LLC

Name: Grupo Flor Corporation

Title: Member/Manager

Address: 514 Work Street City: Salinas State: CA Zip: 93901

Background Information Included as required? ☒ Yes ☐ No

Signature: [Signature] Date: 10.22.20

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 100% of Grupo Flor Corporation

Name: BAK Festivals, Inc.

Title: Shareholder of Grupo Flor Corporation

Address: 514 Work Street City: Salinas State: CA Zip: 93901

Background Information Included as required? ☒ Yes ☐ No

Signature: [Signature] Date: 10-22-20

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 14.40% of BAK Festivals, Inc.

Name: Gavin Kogan

Title: CEO of Grupo Flor Corporation and BAK Festivals, Inc.

Address: REDACTED City: REDACTED State: REDACTED Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: [Signature] Date: 10-22-20

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 13.93% of BAK Festivals, Inc.

Name: Mustafa (Mike) Bitar

Title: Vice President of Sales for Grupo Flor Corporation

Address: REDACTED City: REDACTED State: REDACTED Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: [Signature] Date: 10-22-20

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 14.54% of BAK Festivals, Inc.

Name: Omar Bitar

Title: Vice President of Manufacturing for Grupo Flor Corporation

Address: REDACTED City: REDACTED State: REDACTED Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: [Signature] Date: 10/22/20

Add more pages as necessary to accommodate all Commercial Cannabis Business Owners



**CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT**

CIVIL CODE § 1189

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State of California )

County of Monterey )On 10-22-2020 before me, Barbara M. Goulding,

Date

Here Insert Name and Title of the Officer

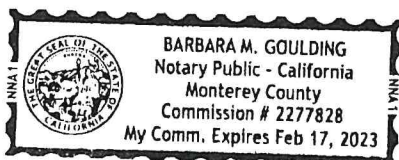
personally appeared Gavin Kogan

Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Signature

Signature of Notary Public

Place Notary Seal Above

**OPTIONAL**

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Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

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Signer Is Representing: \_\_\_\_\_



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County of Monterey )On 10.22.2020before me, Barbara M. Goulding

Date

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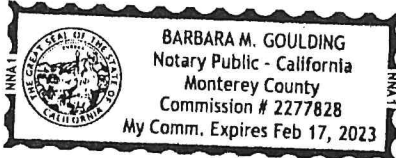
personally appeared Garvin Kogan

Name(s) of Signer(s)

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Signature Barbara M. Goulding

Signature of Notary Public

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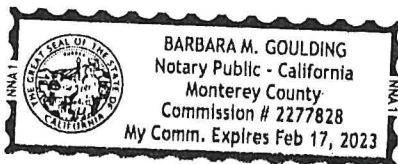


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State of California )  
County of Monterey )  
On 10.22.2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officer  
personally appeared Gavin Kogan  
Name(s) of Signer(s)

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WITNESS my hand and official seal.

Signature

Barbara M. Goulding  
Signature of Notary Public

Place Notary Seal Above

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☐ Individual ☐ Attorney in Fact

☐ Trustee ☐ Guardian or Conservator

☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

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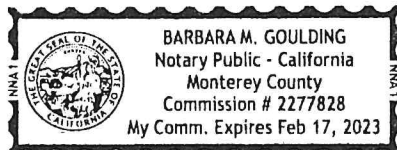
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State of California )  
County of Monterey )  
On 10-22-2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officer  
personally appeared Mustafa (Mike) Bitav  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

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☐ Individual ☐ Attorney in Fact

☐ Trustee ☐ Guardian or Conservator

☐ Other: \_\_\_\_\_

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☐ Individual ☐ Attorney in Fact

☐ Trustee ☐ Guardian or Conservator

☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_



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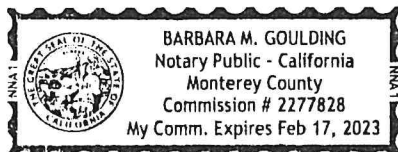
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State of California )  
County of Monterey )  
On 10.22.2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officer  
personally appeared Omar Bitar  
Name(s) of Signer(s)

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Signature of Notary Public

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☐ Partner — ☐ Limited ☐ General

☐ Individual ☐ Attorney in Fact

☐ Trustee ☐ Guardian or Conservator

☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_

☐ Partner — ☐ Limited ☐ General

☐ Individual ☐ Attorney in Fact

☐ Trustee ☐ Guardian or Conservator

☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_



## OWNER INFORMATION

This section must be completed by all owners. The total ownership percentage should equal 100%.

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 1.48% of BAK Festivals, Inc.

Name: Steven Paul Podell

Title: CFO of Grupo Flor Corporation and BAK Festivals, Inc.

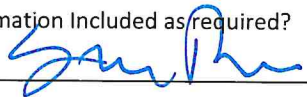
Address: REDACTED

City: REDACTED

State: REDACTED

Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: 

Date: 10/22/2020

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 14.43% of BAK Festivals, Inc.

Name: Kasra Ajir

Title: Secretary of Grupo Flor Corporation and BAK Festivals, Inc.

Address: REDACTED

City: REDACTED

State: REDACTED

Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 3.07% of BAK Festivals, Inc.

Name: Stephen Kim

Title: Director of Grupo Flor Corporation

Address: REDACTED

City: REDACTED

State: REDACTED

Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 1.02% of BAK Festivals, Inc.

Name: Darren Dykstra

Title: COO of BAK Festivals, Inc.

Address: REDACTED

City: REDACTED

State: REDACTED

Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 0.53% of BAK Festivals, Inc.

Name: Howard Andrew Fisher

Title: Director of BAK Festivals, Inc.

Address: REDACTED

City: REDACTED

State: REDACTED

Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Add more pages as necessary to accommodate all Commercial Cannabis Business Owners



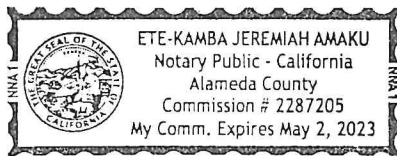
**CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT**

CIVIL CODE § 1189

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State of California )  
County of Alameda )  
On 10/22/2020 before me, Ete-Kamba Jeremiah Amaku, CA Notary Public,  
Date Here Insert Name and Title of the Officer  
personally appeared Steve Paul Podell  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.



I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature [Signature]  
Signature of Notary Public

Place Notary Seal Above

**OPTIONAL**

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**Description of Attached Document**

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Number of Pages: \_\_\_\_\_ Signer(s) Other Than Named Above: \_\_\_\_\_

**Capacity(ies) Claimed by Signer(s)**

Signer's Name: \_\_\_\_\_  
☐ Corporate Officer — Title(s): \_\_\_\_\_  
☐ Partner — ☐ Limited ☐ General  
☐ Individual ☐ Attorney in Fact  
☐ Trustee ☐ Guardian or Conservator  
☐ Other: \_\_\_\_\_  
Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_  
☐ Corporate Officer — Title(s): \_\_\_\_\_  
☐ Partner — ☐ Limited ☐ General  
☐ Individual ☐ Attorney in Fact  
☐ Trustee ☐ Guardian or Conservator  
☐ Other: \_\_\_\_\_  
Signer Is Representing: \_\_\_\_\_



### OWNER INFORMATION

This section must be completed by all owners. The total ownership percentage should equal 100%.

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 1.48% of BAK Festivals, Inc.

Name: Steven Paul Podell Title: CFO of Grupo Flor Corporation and BAK Festivals, Inc.

Address: REDACTED City: REDACTED State: REDACTED Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 14.43% of BAK Festivals, Inc.

Name: Kasra Ajir Title: Secretary of Grupo Flor Corporation and BAK Festivals, Inc.

Address: REDACTED City: REDACTED State: REDACTED Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: \_\_\_\_\_ Date: 10-22-20

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 3.07% of BAK Festivals, Inc.

Name: Stephen Kim Title: Director of Grupo Flor Corporation

Address: REDACTED City: REDACTED State: REDACTED Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: \_\_\_\_\_ Date: 10/22/20

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 1.02% of BAK Festivals, Inc.

Name: Darren Dykstra Title: COO of BAK Festivals, Inc.

Address: REDACTED City: REDACTED State: REDACTED Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: Darren Dykstra Date: 10/22/20

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 0.53% of BAK Festivals, Inc.

Name: Howard Andrew Fisher Title: Director of BAK Festivals, Inc.

Address: REDACTED City: REDACTED State: REDACTED Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: Howard Andrew Fisher Date: 10/22/20

Add more pages as necessary to accommodate all Commercial Cannabis Business Owners



**CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT****CIVIL CODE § 1189**

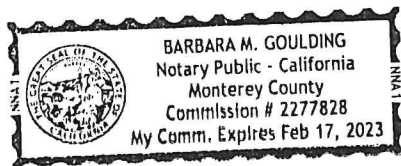
A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California )  
County of Monterey )  
On 10-22-2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officer  
personally appeared Kasra Ajin  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Signature Barbara M. Goulding  
Signature of Notary Public

Place Notary Seal Above

**OPTIONAL**

Though this section is optional, completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.

**Description of Attached Document**

Title or Type of Document: \_\_\_\_\_ Document Date: \_\_\_\_\_

Number of Pages: \_\_\_\_\_ Signer(s) Other Than Named Above: \_\_\_\_\_

**Capacity(ies) Claimed by Signer(s)**

Signer's Name: \_\_\_\_\_

- ☐ Corporate Officer — Title(s): \_\_\_\_\_  
☐ Partner — ☐ Limited ☐ General  
☐ Individual ☐ Attorney in Fact  
☐ Trustee ☐ Guardian or Conservator  
☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

- ☐ Corporate Officer — Title(s): \_\_\_\_\_  
☐ Partner — ☐ Limited ☐ General  
☐ Individual ☐ Attorney in Fact  
☐ Trustee ☐ Guardian or Conservator  
☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_



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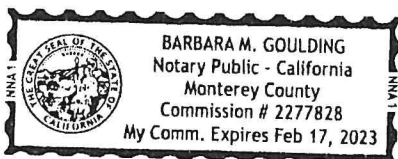
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State of California )  
County of Monterey )  
On 10.22.2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officer  
personally appeared Stephen Kim  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Signature Barbara M. Goulding  
Signature of Notary Public

Place Notary Seal Above

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☐ Partner — ☐ Limited ☐ General  
☐ Individual ☐ Attorney in Fact  
☐ Trustee ☐ Guardian or Conservator  
☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_  
☐ Partner — ☐ Limited ☐ General  
☐ Individual ☐ Attorney in Fact  
☐ Trustee ☐ Guardian or Conservator  
☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_



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State of California )

County of Monterey )On 10.22.2020 before me, Barbara M. Goulding

Date

Here Insert Name and Title of the Officer

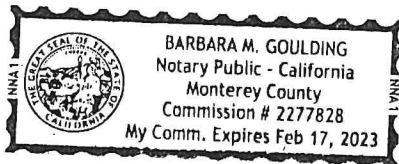
personally appeared Darren Dykstra

Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Signature

Signature of Notary Public

Place Notary Seal Above

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Signer's Name: \_\_\_\_\_

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Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_



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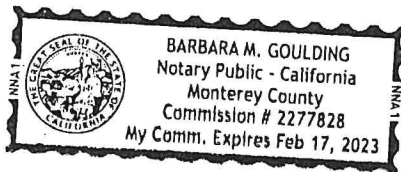
State of California )

County of Santa Clara )On 10.22.2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officerpersonally appeared Howard Andrew Fisher  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

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WITNESS my hand and official seal.

Signature Barbara M. Goulding  
Signature of Notary Public

Place Notary Seal Above

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Signer's Name: \_\_\_\_\_

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Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_



## OWNER INFORMATION

This section must be completed by all owners. The total ownership percentage should equal 100%.

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % 0%

Name: Michael Zumpano Title: Community Outreach Manager

Address: REDACTED City: REDACTED State: REDACTED Zip: REDACTED

Background Information Included as required? ☒ Yes ☐ No

Signature: [Signature] Date: 10-22-2020

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Background Information Included as required? ☐ Yes ☐ No

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Background Information Included as required? ☐ Yes ☐ No

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

I declare under the penalty of perjury that the information provided on this disclosure form is true and accurate to the best of my knowledge.

Ownership % \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Background Information Included as required? ☐ Yes ☐ No

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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Ownership % \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Background Information Included as required? ☐ Yes ☐ No

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Add more pages as necessary to accommodate all Commercial Cannabis Business Owners



**CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT**

CIVIL CODE § 1189

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California )

County of AlamedaOn 10/22/2020

Date

before me,

Ete-Kamba Jeremiah Amaku, C A Notary Public

Here Insert Name and Title of the Officer

personally appeared

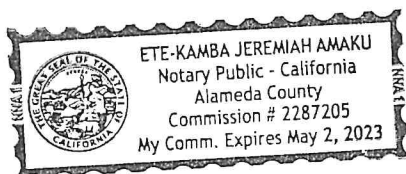
Michael Victor Zumparo

Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Signature

Ete-Kamba Jeremiah Amaku

Signature of Notary Public

Place Notary Seal Above

**OPTIONAL**

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**Capacity(ies) Claimed by Signer(s)**

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

\_\_\_\_ Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

\_\_\_\_ Signer Is Representing: \_\_\_\_\_



## PROPERTY OWNER CONSENT FORM

Commercial Cannabis Business

### PREMISES LOCATION INFORMATION:

1740 Travis Blvd.	Fairfield	CA	94533
Physical Address	City	State	Zip Code
East of Eden North Bay, LLC (dba East of Eden)			
Tenant Applicant (Business Name)			

If the applicant is not the property owner(s), the applicant must provide the name, address and telephone number of the property owner pursuant to Fairfield Municipal Code Section 10E.8.


### PROPERTY OWNER INFORMATION:

☒ OWNER ☐ PROPERTY MANAGER ☐ OTHER: \_\_\_\_\_

George Almeida	CEO		
Name	Title		
Cornerstone Land Company	REDACTED		
Business Name (if applicable)	Phone Number		
2678 White Horse Rd.	Cool	CA	95614
Mailing Address	City	State	Zip Code

I/We, as the owner(s) of the subject property, consent to the filing of this application and use of the property for the purposes described herein. We further consent and hereby authorize City representative(s) to enter upon my property for the purpose of examining and inspecting the property in preparation of any reports and/or required environmental review for the processing of the application(s) being filed.

George Almeida  
\_\_\_\_\_  
Name  
CEO  
\_\_\_\_\_  
Title

  
\_\_\_\_\_  
Signature  
10/20/20  
\_\_\_\_\_  
Date

THE ABOVE SIGNATURE MUST BE ACCOMPANIED BY  
AN ACKNOWLEDGEMENT FROM A NOTARY PUBLIC



**CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT****CIVIL CODE § 1189**

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California

County of PLACEROn 10/20/2020

Date

before me,

DAVE J. BEGHETTI, NOTARY

Here Insert Name and Title of the Officer

personally appeared

GEORGE A ALMEIDA

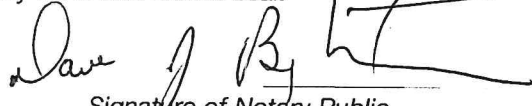
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

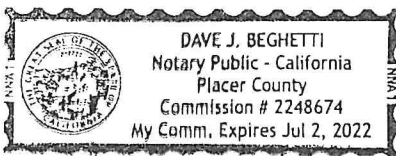
I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature



Signature of Notary Public



Place Notary Seal Above

**OPTIONAL**

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Title or Type of Document:

Document Date

Number of Pages:

Signer(s) Other Than Named Above:

**Capacity(ies) Claimed by Signer(s)**

Signer's Name:

☐ Corporate Officer — Title(s):☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other:

Signer Is Representing:

Signer's Name:

☐ Corporate Officer — Title(s):☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other:

Signer Is Representing:



**CITY OF FAIRFIELD  
COMMERCIAL CANNABIS BUSINESS PERMIT APPLICATION  
TERMS AND CONDITIONS**

Dated: October 20, 2020

With submission of the attached Commercial Cannabis Business Permit Application ("Application"), I, the undersigned, hereby agree to the following Terms and Conditions:

1. I am submitting to the City an application deposit in the amount of \$ 11,727.00 for the review and processing of a commercial cannabis business permit.
2. The entire amount of the Application deposit is not refundable for any reason. I understand that there is no guarantee, express or implied, that by submitting an Application or making the application deposit identified above that I will obtain a commercial cannabis business permit or any land use entitlements necessary in order to operate a commercial cannabis business. I understand that the City may deny my Application for any reason.
3. All costs incurred by the City in processing my Application, including staff time and overhead, shall be paid by me. This is my personal obligation and shall not be affected by sale or transfer of the property subject to the Application, changes in business organization, or any other reason. As work proceeds on the Application, actual City costs, as established by the City Council, will be charged against the deposit account. The City will deduct such costs from the deposit at such times and in such amounts as City determines. "Costs incurred by the City" as identified in this paragraph shall include costs for the services of contractors or consultants. The City shall exercise its sole discretion in determining whether it is necessary to engage the services of an outside contractor to assist with application processing, which costs are to be paid by me.
4. If at any point the City determines that the amount deposited will not be adequate to cover all costs associated with Application processing, the City may make a written request for additional deposit(s) and staff will suspend work on the Application until sufficient funds are deposited. I agree to deposit such additional sums within the time stated in City's request. If I fail to deposit additional funds I understand that my Application will be deemed withdrawn.
5. To the fullest extent permitted by law, I shall defend (with counsel of City's choosing), indemnify, and hold harmless the City of Fairfield and its agents, officers, elected officials, employees, and volunteers (together, "City indemnitees") from and against any claims, actions, damages, injuries, costs (including attorneys' fees and other expenses), or liabilities of any kind, including those arising from bodily injury, sickness, disease, death, property loss and property damage, arising from or related to the processing of my Application for a commercial cannabis business permit, the issuance of the permit, the enforcement of the conditions of the permit, or the conduct or operations of the commercial cannabis business that is the subject of a permit. My obligations under this paragraph shall apply regardless of whether a license or any permits or entitlements are issued.
6. I hereby waive and release the City Indemnitees from any and all claims, injuries, damages, or liabilities of any kind arising from or related to the Application for a commercial cannabis business permit, the issuance of the permit, the enforcement of the conditions of the permit, or the conduct or operations of the business that is



the subject of the permit.

7. I consent to and expressly allow, authorize, and permit any City officer, agent, or employee to enter upon, inspect, and photograph the property identified in my Application, with reasonable prior notice, for the purposes of processing the Application and ensuring compliance with all laws, regulations, and conditions of any existing land use approvals. No additional permission or consent to enter upon the property is necessary or shall be required.
8. I understand that all materials submitted in connection with my Application will become records of the City when received, and that such records may be subject to disclosure under the California Public Records Act ("CPRA"). I understand that any information considered to be proprietary and exempt from disclosure must be clearly marked within the Application, identifying the specific lines containing the information and the applicable exemption under the CPRA. I understand that such marking is not determinative as to whether the information is exempt from disclosure under state law, and that the City retains the right to disclose or withhold information in accordance with state law.
9. I represent and certify to the following:
  - I have submitted the necessary information for the Fairfield Police Department to conduct a Live Scan and/or background check.
  - If I am submitting an application for the renewal of a commercial cannabis business permit, I continue to hold in good standing any permit/license that is required by the State of California for the operation of the commercial cannabis business.
  - I understand that owners, operators, employees and members of a commercial cannabis business may be subject to prosecution under Federal Laws.
10. These Terms and Conditions shall constitute a separate legal document from any permit approval, and that if the permit, in part or in whole, is revoked, invalidated, rendered null or set aside by a court of competent jurisdiction, I agree to be bound by the Terms and Conditions, which shall survive such invalidation, nullification or setting aside.
11. These Terms and Conditions shall be construed and enforced in accordance with the laws of the State of California. Any legal action or other proceeding arising in connection with these Terms and Conditions shall be filed in Solano County Superior Court.

I have reviewed, understand, and agree to be bound by and to fully comply with all of the foregoing Terms and Conditions.

Applicant(s)/Owner(s)

Gavin Kogan

Printed Name

Signature

Mustafa (Mike) Bitar

Printed Name

Signature

Omar Bitar

Printed Name

Signature



**CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT**

CIVIL CODE § 1189

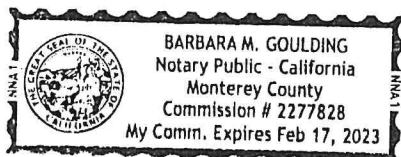
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State of California )  
County of Monterey )  
On 10.22.2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officer  
personally appeared Gavin Kogan  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Signature Barbara M. Goulding  
Signature of Notary Public

Place Notary Seal Above

**OPTIONAL**

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Number of Pages: \_\_\_\_\_ Signer(s) Other Than Named Above: \_\_\_\_\_

**Capacity(ies) Claimed by Signer(s)**

Signer's Name: _____	Signer's Name: _____
<input type="checkbox"/> Corporate Officer — Title(s): _____	<input type="checkbox"/> Corporate Officer — Title(s): _____
<input type="checkbox"/> Partner — <input type="checkbox"/> Limited <input type="checkbox"/> General	<input type="checkbox"/> Partner — <input type="checkbox"/> Limited <input type="checkbox"/> General
<input type="checkbox"/> Individual <input type="checkbox"/> Attorney in Fact	<input type="checkbox"/> Individual <input type="checkbox"/> Attorney in Fact
<input type="checkbox"/> Trustee <input type="checkbox"/> Guardian or Conservator	<input type="checkbox"/> Trustee <input type="checkbox"/> Guardian or Conservator
<input type="checkbox"/> Other: _____	<input type="checkbox"/> Other: _____
Signer Is Representing: _____	Signer Is Representing: _____



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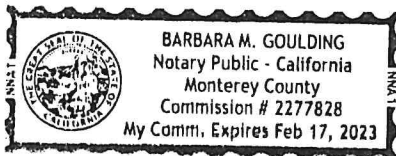
State of California )

County of Monterey )On 10.22.2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officerpersonally appeared Mustafa (Mike) Bitar  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

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WITNESS my hand and official seal.

Signature Barbara M. Goulding  
Signature of Notary Public

Place Notary Seal Above

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**Capacity(ies) Claimed by Signer(s)**

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_



**CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT****CIVIL CODE § 1189**

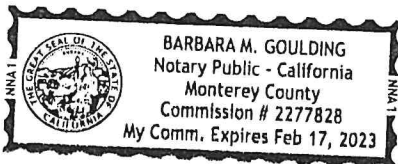
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State of California )  
County of Monterey )  
On 10.22.2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officer  
personally appeared Omar Bitar  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Signature Barbara M. Goulding  
Signature of Notary Public

Place Notary Seal Above

**OPTIONAL**

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☐ Partner — ☐ Limited ☐ General

☐ Individual ☐ Attorney in Fact

☐ Trustee ☐ Guardian or Conservator

☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_

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☐ Individual ☐ Attorney in Fact

☐ Trustee ☐ Guardian or Conservator

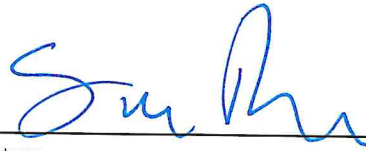
☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_



Steven Podell

Printed Name



Signature

Darren Dykstra

Printed Name

Signature

Property Owner(s): (if different)

See above

Printed Name

Signature

N/A

Printed Name

Signature

N/A

Printed Name

Signature

EACH OF THE ABOVE SIGNATURES MUST BE ACCOMPANIED BY  
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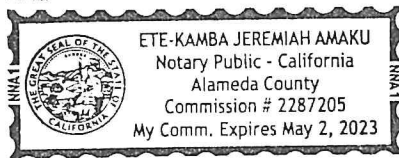
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State of California Alameda )  
County of Alameda )  
On 10/22/2020 before me, Ete Kamba Jeremiah Amaku, CA Notary Public,  
Date Here Insert Name and Title of the Officer  
personally appeared Steve Paul Podell  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.



I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature [Signature]  
Signature of Notary Public

Place Notary Seal Above

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☐ Partner — ☐ Limited ☐ General  
☐ Individual ☐ Attorney in Fact  
☐ Trustee ☐ Guardian or Conservator  
☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

- ☐ Corporate Officer — Title(s): \_\_\_\_\_  
☐ Partner — ☐ Limited ☐ General  
☐ Individual ☐ Attorney in Fact  
☐ Trustee ☐ Guardian or Conservator  
☐ Other: \_\_\_\_\_

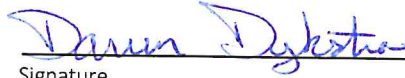
Signer Is Representing: \_\_\_\_\_



Steven Podell  
Printed Name

\_\_\_\_\_  
Signature

Darren Dykstra  
Printed Name

  
Signature

**Property Owner(s): (if different)**

See above  
Printed Name

\_\_\_\_\_  
Signature

N/A  
Printed Name

\_\_\_\_\_  
Signature

N/A  
Printed Name

\_\_\_\_\_  
Signature

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AN ACKNOWLEDGEMENT FROM A NOTARY PUBLIC



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State of California )

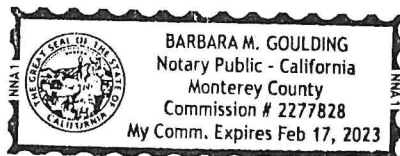
County of Monterey )On 10.22.2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officerpersonally appeared Darren Dykstra

Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Signature

Signature of Notary Public

Place Notary Seal Above

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Signer Is Representing: \_\_\_\_\_


Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_



Michael Zumpano  
Printed Name

  
Signature

Howard Andrew Fisher  
Printed Name

\_\_\_\_\_  
Signature

Property Owner(s): (if different)

See above  
Printed Name

\_\_\_\_\_  
Signature

N/A  
Printed Name

\_\_\_\_\_  
Signature

N/A  
Printed Name

\_\_\_\_\_  
Signature

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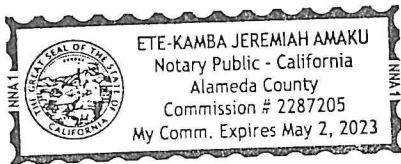
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State of California )  
County of Alameda )  
On 10/22/2020 before me, Ete-Kamba Jeremiah Amaku, CA Notary Public,  
Date Here Insert Name and Title of the Officer  
personally appeared Michael Victor Zamparo  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.



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\_\_\_\_ Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

\_\_\_\_ Signer Is Representing: \_\_\_\_\_



Michael Zumpano  
Printed Name

\_\_\_\_\_  
Signature

Howard Andrew Fisher  
Printed Name

  
Signature

**Property Owner(s): (if different)**

See above  
Printed Name

\_\_\_\_\_  
Signature

N/A  
Printed Name

\_\_\_\_\_  
Signature

N/A  
Printed Name

\_\_\_\_\_  
Signature

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**CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT****CIVIL CODE § 1189**

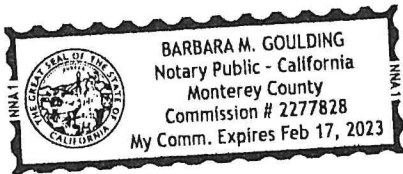
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State of California )  
County of Santa Clara )  
On 10.25.2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officer  
personally appeared Howard Andrew Fisher  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

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WITNESS my hand and official seal.



Signature Barbara M. Goulding  
Signature of Notary Public

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☐ Corporate Officer — Title(s): \_\_\_\_\_  
☐ Partner — ☐ Limited ☐ General  
☐ Individual ☐ Attorney in Fact  
☐ Trustee ☐ Guardian or Conservator  
☐ Other: \_\_\_\_\_  
Signer Is Representing: \_\_\_\_\_


Signer's Name: \_\_\_\_\_  
☐ Corporate Officer — Title(s): \_\_\_\_\_  
☐ Partner — ☐ Limited ☐ General  
☐ Individual ☐ Attorney in Fact  
☐ Trustee ☐ Guardian or Conservator  
☐ Other: \_\_\_\_\_  
Signer Is Representing: \_\_\_\_\_



Kasra Ajir  
Printed Name

  
Signature

Stephen Kim  
Printed Name

  
Signature

**Property Owner(s): (if different)**

George Almeida  
Printed Name

\_\_\_\_\_  
Signature

N/A  
Printed Name

\_\_\_\_\_  
Signature

N/A  
Printed Name

\_\_\_\_\_  
Signature

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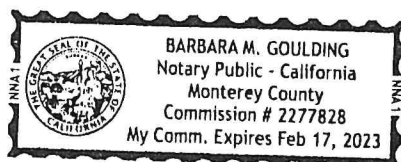
State of California )

County of Monterey )On 10.22.2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officerpersonally appeared Kasra Ajir  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

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Signer Is Representing: \_\_\_\_\_

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Signer Is Representing: \_\_\_\_\_



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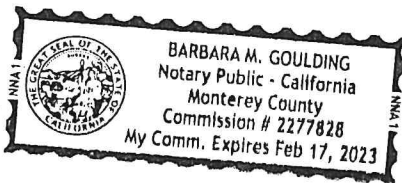
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State of California )  
County of Monterey )  
On 10.22.2020 before me, Barbara M. Goulding,  
Date Here Insert Name and Title of the Officer  
personally appeared Stephen Kim  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

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Signature Barbara M. Goulding  
Signature of Notary Public

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☐ Other: \_\_\_\_\_  
Signer Is Representing: \_\_\_\_\_

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☐ Corporate Officer — Title(s): \_\_\_\_\_  
☐ Partner — ☐ Limited ☐ General  
☐ Individual ☐ Attorney in Fact  
☐ Trustee ☐ Guardian or Conservator  
☐ Other: \_\_\_\_\_  
Signer Is Representing: \_\_\_\_\_



Kasra Ajir  
Printed Name


Signature

Stephen Kim  
Printed Name

Signature

**Property Owner(s):** (if different)

George Almeida  
Printed Name

  
Signature

N/A  
Printed Name

Signature

N/A  
Printed Name

Signature

EACH OF THE ABOVE SIGNATURES MUST BE ACCOMPANIED BY  
AN ACKNOWLEDGEMENT FROM A NOTARY PUBLIC



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State of California )

County of PLACER )On 10/20/2020before me, DAVE J BEGHETTI

Date

Here Insert Name and Title of the Officer

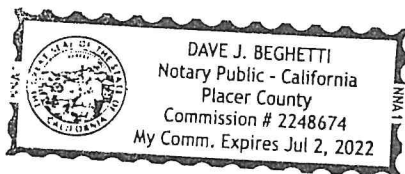
personally appeared GEORGE A ALMEIDA

Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

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Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_





# REDACTED



**East of Eden North Bay, LLC**  
**City of Fairfield**  
**Commercial Cannabis Business Permit Application**





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## INTRODUCTION

East of Eden North Bay, LLC (“East of Eden”) is excited for Fairfield to be the home of our new storefront retail location! We are proud to bring our vision of providing high-quality cannabis and exceptional customer service to the Fairfield community.

Any number of companies are capable of creating a presentation that describes the ideal cannabis retail outlet in Fairfield. Of the many companies vying for the opportunity to do business in Fairfield, what makes East of Eden unique is that it has a specific plan of using its current cannabis ecosystem (manufacturing, distribution, and existing retail operations) to support and empower local communities as it intends to do in Fairfield and Solano County.

The company believes that its track record of empowering local communities in Monterey County through its retail cannabis businesses (and especially women and people of color) equips it to create a diverse cannabis company in Fairfield with a unique and authentic “community focus”. Its partnership with long-time Fairfield resident and cannabis executive Michael Zumpano, who will oversee key company functions such as local hiring, workforce development, community outreach and engagement with community non-profits, will allow it to uplift the local community in meaningful and sustained ways that other cannabis businesses cannot.

Specifically, East of Eden’s objectives in Fairfield are:

- Ensuring that local residents benefit most from the economic opportunities created by the new cannabis economy.
- Supporting causes and institutions that have long been important to the citizens of Fairfield and Solano County.
- Enabling the growth and success of other local businesses in Fairfield and Solano County.

To execute on this vision for a truly “community-focused” retail cannabis outlet in Fairfield, East of Eden will draw on the work it has done for years in Monterey County, helping ensure that local communities in the region are the main beneficiaries of the emerging cannabis industry. As with its retail businesses in Monterey County, in Fairfield East of Eden will tap into the deep local talent that exists in these communities, much of it comprised of women and members of minority groups looking for greater economic opportunity. The company intends to hire 100% of its Fairfield employees from the local community, as it has done in each community in which it operates including San Jose, Salinas and Moss Landing.

In each of its retail stores, most of the management team are women, the majority of them women of color, immigrants, or the children of immigrants. All began as entry level employees that were promoted because of their performance and now hold senior-level management positions, with significantly more earning power than they had in any job they have previously held. Some have also become first time homeowners because of their employment. This same approach of empowering local residents through opportunities created by the growing cannabis industry will be the core of East of Eden’s business and company philosophy in Fairfield.





Guided by its partnership with Michael Zumpano, the company will also be a generous supporter of the specific causes and civic institutions that have long been important to the citizens of Fairfield and Solano County. Mr. Zumpano has been a Fairfield resident since 1957. His roots in Fairfield go back several generations. Mr. Zumpano will help ensure that East of Eden is a truly “community-focused” retail cannabis store in Fairfield.

*“I’ve only been at East of Eden for 2 years, and I just bought my first house. This was a major milestone in my life. When my parents and I moved here from Mexico, we really struggled ... This is why I feel so lucky to be working here ... I’m thrilled with all of the progress I’ve made since joining the company.” - Darian Nunez, General Manager at East of Eden in Salinas*

East of Eden will also be guided by its experienced management team, proven processes, and existing infrastructure to quickly launch a successful, high volume retail cannabis store in Fairfield. For this reason, East of Eden is confident that it has the ability to help the City of Fairfield realize its most important goal in establishing a local cannabis program – finding a valuable community partner. Our Fairfield retail store will join our family of cannabis businesses including retail facilities in Salinas, Moss Landing and Prunedale (opening December 2020), a distribution facility and a manufacturing facility. In addition, we have a longstanding strategic relationship with White Fire, a retail facility in San Jose, CA.

East of Eden – Moss Landing



It is our mission to sell high quality cannabis and cannabis products. We will operate in a manner that is innovative, safe, compliant, and that provides a quality experience for our customers, employees, and the community. Our operations are comprised of thoroughly proven policies and procedures that are designed to ensure compliance, transparency, and the safety for our customers, employees, and the community. It is our goal to bring value to the Fairfield community through hiring locally, creating job opportunities for those that are otherwise overlooked, supporting local non-profit organizations both financially and by providing volunteers to the community (our employees can take up to five (5) hours of paid time off to volunteer locally) and we are committed to providing the community with 250 volunteer hours every year.





Our staff will be knowledgeable of the products we are dispensing and will be able to provide customers insight into the effects of each cannabis type. Our workforce will be diverse, sourced from the local community, and will be trained to serve our customers courteously, informatively, and professionally. Finally, East of Eden intends to be regarded by the Fairfield community and customers as a professional operation which adds value locally. Since October 2018, East of Eden locations have collectively facilitated over 600,000 retail transactions totaling **REDACTED** in gross sales. East of Eden North Bay, LLC, is a duly formed California limited liability company and is the wholly owned subsidiary of Grupo Flor Corporation. Grupo Flor Corporation is a duly formed California corporation and is the wholly owned subsidiary of BAK Festivals, Inc. The corporate formation documents of East of Eden North Bay, LLC, Grupo Flor Corporation and BAK Festivals, Inc. are included herein in [Appendix A](#). The Proof of Insurance is included hereto [Appendix B](#). The State license documentation is included herein in [Appendix C](#).



Grupo Flor Corporation and BAK Festivals, Inc. are comprised of an owner-operator management team that collectively brings over 90 years of cannabis experience to Fairfield. Under the leadership and guidance of Chief Executive Officer, Gavin Kogan, and Vice President of Sales, Mustafa (Mike) Bitar, East of Eden has opened two retail stores in the past two years in Salinas and Moss Landing with a third store set to open in Prunedale in December 2020. In addition to retail stores, BAK Festivals, Inc., through Grupo Flor Corporation, owns Flor X, Inc. (a licensed cannabis distribution company) and 710 Combinator Co. (a licensed cannabis manufacturing company). Upon licensure, along with our Community Outreach Manager, Michael Zumpano, a Fairfield native with deep roots in the community, we will build a skilled team of individuals from Fairfield including a General Manager, Assistant General Managers, Receptionist, Customer Care Consultants, Sales Associates, Security Personnel, Inventory Manager, Inventory Employees, Delivery Manager and Delivery Drivers. Our day-to-day business operations will be based on our well-established and proven operational procedures which will ensure regulatory compliance, high security standards, and protocols for product procurement, inventory management, employee training, customer engagement, and sales support, among others.

Our new retail cannabis store will be located at 1740 Travis Boulevard and will replace the commercial space currently occupied by Fuddruckers and be next door to Chik-fil-A. The proposed retail space is approximately 4,472 square feet.





## SECTION 1. Business Plan

East of Eden provides herein a detailed description of the proposed procedures for all aspects of our operations, including specific examples of how we incorporate and exceed industry best practices that our ownership and management team have developed while operating our retail facilities in Salinas, Moss Landing, and San Jose. Due to our current operations, we are well versed in the challenges we will face and the hard work and resources it will take to open a new cannabis retail facility in Fairfield. We will use the experience that our team has gained in our past endeavors to open our Fairfield store and maintain it with the highest level of compliance as we have our other facilities. Our operations are based in policies and procedures designed to ensure compliance, transparency, and safety. We also believe in adding value to our local communities by supporting local non-profit organizations, providing educational opportunities to our employees and customers and providing volunteers to the community. Described in further detail are all aspects of our daily operations, including records software, use of the track-and-trace system, employee training, customer education, and marketing plans. Further, our financial plan provides our budget, proof of available capital, pro-forma, and a demonstration of access to operational capital.

### Owner Qualifications and Management Team

In support of its application for a Retail Commercial Cannabis Business license, and its desire to bring the greatest cannabis retail experience to the City of Fairfield, East of Eden is pleased to introduce its team of owner-operators who join together to lead the establishment of this new retail facility. All combined, our team brings over 90 years of cannabis industry experience to the City of Fairfield! East of Eden is organized as a subsidiary of Grupo Flor Corporation (“Grupo Flor”) which is a subsidiary of BAK Festivals, Inc. (“BAK Festivals”). The ownership group of Grupo Flor and BAK Festivals is substantially the same. As is demonstrated by the descriptions below, East of Eden has assembled a professional, knowledgeable and dedicated team to lead the successful opening our new Fairfield store. Drawing on their considerable experience, impeccable compliance record, and secure financial foundation, all of which are fully described herein, East of Eden is confident in its ability to exceed the requirements of each and every component of the eligibility and selection criteria articulated by the City. East of Eden believes the City of Fairfield will benefit from the first-class cannabis consumer experience that we have curated at our other locations and are excited to bring to Fairfield. See select resumes at See [Appendix D](#).

#### Ownership Team



**Gavin Kogan**

*CEO of BAK Festivals, Inc. and Grupo Flor Corporation*

Gavin Kogan is the CEO of BAK Festivals, Inc. and Grupo Flor Corporation and the Chairman of the Board of Directors. He is responsible for communicating





the Company's vision and strategy to our stakeholders and ensuring continuity of their efforts towards meeting the Company's goals. Gavin was one of California's earliest cannabis business attorneys. He started serving cannabis clients in 2008, even though by doing so he put much of the rest of his legal practice at risk. By 2012, he recognized that the cannabis space had matured to the point where attorneys could serve cannabis clients in more than just a criminal defense capacity, and he devoted his business law skills to that goal.

By 2013, Gavin's practice was largely representing early California cannabis pioneers. He stridently used his legal practice to convene groups of citizens committed to local cannabis reform. During this time, Gavin represented most of the operators in Monterey County, many in Santa Cruz County and helped architect and guide the development of hundreds of cannabis business endeavors.

In 2014, Gavin left private practice and co-founded Indus Holdings, a cannabis company that initially produced low-dose edibles. Indus is now one of California's larger edible manufacturers and last-mile distribution enterprises.

In 2016, Gavin co-founded BAK Festivals, Inc. and Grupo Flor Corporation and has overseen its growth to a suite of vertically integrated companies engaged in all aspects of the California supply chain. Gavin serves on the California Cannabis Industry Association's Legislative Committee and is a founding board member of the Monterey County Cannabis Association and California Cannabis Manufacturers Association.

**Steve Podell**

*CFO of BAK Festivals, Inc. and Grupo Flor Corporation*

Steve Podell is responsible for overseeing Grupo Flor Corporation's finances, including its financial planning, record keeping, and financial reporting. In the CFO role, Steve draws extensively on his prior experience working in the wine industry, another highly regulated space. Steve's 10 years of holding leading operational roles at E and J Gallo Winery, the largest exporter of California wines, helps shape the commitment to compliance, process and transparency that define Grupo Flor's finances.

Steve also has fifteen (15) years of experience as an executive in the consumer durable industry, at companies such as Encompass Lighting Group and Hunter Fan, which generated more than \$250 million in annual revenue. The operational expertise and knowledge of supply chains that Steve developed in the durable goods space have proven invaluable to operating successfully in the cannabis industry. Steve also has an appreciation for the therapeutic potential of the cannabis plant. He began working in the cannabis industry in 2017 when he was asked to help manage Magnolia Wellness, a historic dispensary in Oakland well-known for its emphasis on compassionate care. Steve developed a keen understanding of the needs of the dispensary's large community of Proposition 215 medical patients and worked tirelessly to create a welcoming





environment and robust product selection for them. These values are reflected at Grupo Flor, which Steve joined in 2018 following his time at Magnolia.

**Kasra Ajir**

*Secretary of BAK Festivals, Inc. and Grupo Flor Corporation*

Kasra Ajir is the Secretary of BAK Festivals, Inc. and Grupo Flor Corporation and one of the driving forces behind Grupo Flor's commitment to sustainability. He began his cannabis career in 2012 by partnering with Fluence Bioengineering, a world-wide leader in LED horticultural lighting, to spearhead the use of its technology in cannabis cultivation. At the time, cultivators generally used standard high-pressure sodium ("HPS") lights, but Kasra recognized that LED technology was much more efficient, gave off little heat, lasted longer and was more environmentally friendly.

In 2014, Kasra partnered with Darren Dykstra (see below) to install LEDs at a licensed Prop 215 medical cultivation facility located in San Jose, which Darren owned and operated. Kasra would go on to co-found BAK Festivals, Inc. and Grupo Flor Corporation and Darren would later join the company as well, both bringing with them a deep personal commitment to sustainability. Due in part to Kasra's relentless promotion of its LED technology since 2012, the Fluence product lines are now used by some of the largest cannabis cultivators in the Country.

Kasra is currently assisting our strategic cultivation partner with their 20,000 square foot cultivation facility in Salinas. The facility will utilize state of the art technologies to cultivate cannabis, using 60% less heat and 80% less heat than normal cultivation facilities. Fluence Bioengineering will also perform research and development at the site. The first harvest will occur in December 2020.

**Darren Dykstra**

*COO of BAK Festivals, Inc.*

Darren Dykstra has fifteen (15) years of operational experience in the regulated cannabis industry and has been with BAK Festivals, Inc. since early 2019. BAK Festivals, Inc.'s reputation for operating its East of Eden retail stores at the highest level of industry compliance is, in part, a result of Darren's efforts.

In 2006, Darren started a Proposition 215 cultivation facility in San Jose. Darren managed the cultivation facility until 2015, when he successfully applied for a retail cannabis license in San Jose. He started the retail store White Fire, which was the 3rd licensed retail facility in the State. Darren's two decades of experience in the construction industry, along with his cultivation of cannabis, equipped him to establish a fully compliant facility in a new and challenging regulatory environment. Operating in San Jose's highly regulated retail market, White Fire has had a perfect compliance record over the past 5 years.





As the Salinas City Council and Monterey County Board of Supervisors considered developing their own cannabis regulations, they toured Darren's facilities in San Jose and sought his input on different approaches to regulating cannabis. When Darren joined BAK Festivals, Inc., he sought to ensure that the company's East of Eden retail stores always operated at the highest level of industry compliance. East of Eden now serves as a strategic partner to each of the state's cannabis licensing agencies and has had a perfect compliance record under Darren's watch.



**Mike Bitar**

*Vice-President of Retail Sales of Grupo Flor Corporation*

Mike Bitar is a co-founder of Grupo Flor and the driving force behind the core company philosophy of empowering local communities through the business. Over the past two decades, Mike has helped run a series of successful businesses, despite only having a high school education. Through those businesses, Mike has sought to empower people that have the talent and drive to succeed, but that may not have been given an opportunity. Helping people reach their personal and professional goals has been one of Mike's highest priorities at each of his businesses, including at Grupo Flor.

Mike moved to Salinas shortly after graduating from high school and began helping his family manage restaurants in Northern California. He rolled up his sleeves and worked alongside his employees, often first-generation Americans. Mike recognized the innate talent that many of these individuals had and sought to help them grow their careers. For example, Yasmin Amesquita, who Mike hired for an entry-level role at a Wienerschnitzel in Salinas in 2000, has worked for him ever since, and now holds a senior leadership role overseeing Grupo Flor's centralized distribution department.

After managing a successful commercial real estate portfolio for more than a decade, Mike founded Grupo Flor in 2014 along with his brother Omar. Mike's knowledge of commercial real estate helped him secure locations where stores had the ability to thrive. He chose to locate the company in Salinas because, despite its proximity to Silicon Valley, few members of the local community had benefited from the growth of the technology industry.

To ensure that the economic benefits of the cannabis industry are felt in local communities, East of Eden seeks to hire 100% of its employees locally and to promote from within. The personal stories of local community members that now hold leadership positions at East of Eden, often women and minorities, is a testament to Mike's philosophy of empowering his employees to reach their goals. This will continue to be core to East of Eden's mission going forward.



**Omar Bitar***Vice-President of Manufacturing of Grupo Flor Corporation*

Omar Bitar leads manufacturing, procurement and co-packing operations at 710 Combinator Co., the wholly owned licensed manufacturing subsidiary of Grupo Flor Corporation. Like his brother Mike, Omar is one of the company's co-founders and is deeply involved with all aspects of the company's operations.

Omar initially began working in Salinas as a commercial real estate broker and developer. After a decade working in the space, he came to manage a \$20M commercial real estate portfolio. Drawing on his knowledge of real estate, in 2014 Omar along with his brother Mike jumped into the cannabis industry. Working together, they obtained the ground leases for key properties throughout Monterey County, forming the basis for what would become Grupo Flor Corporation. Omar was instrumental in helping Grupo Flor Corporation secure its first set of cannabis licenses.

Over the past six (6) years, Omar has become an expert in the cannabis industry, and was a tireless advocate at both the local and state level for the legalization of cannabis. He has also become highly experienced in setting up novel cannabis-related supply and manufacturing processes, as well as identifying and developing cannabis marketing strategies and consumer trends. His breadth of knowledge about cannabis in all forms of consumption, and his ability to evaluate products from the consumer's perspective (such as flavor profile, potency, ease of use, and value) is critical to East of Eden's ongoing business strategy.

**Stephen Kim***Corporate Counsel of Grupo Flor Corporation and Board Member of Grupo Flor Corporation*

Stephen Kim oversees licensing, permitting and litigation for Grupo Flor. He is one of the company's co-founders and was instrumental in helping Grupo Flor secure its initial set of cannabis licenses.

Stephen received his B.A. in Psychology from UCLA and his J.D. from the University of Southern California. He later received a Master's in Business Taxation from the University of Southern California's Leventhal School of Accounting. For several years, Stephen was a senior member of the Tax Department at international accounting firm Deloitte and Touche. He then spent several years working with large internet and telecom companies to reorganize in bankruptcy proceedings.

Stephen is a member of the Board of Trustees at the Salinas City Elementary School District. He is also Chair of the Korean Cultural Center of the Korean-American Community Organization of Monterey County. In addition, Stephen is a member of the Tri-County Association of Latino Elected Officials, has served on the board of the Salinas United Business Association, and is a founding board member of the Hispanic Chamber of Commerce of the Central Coast.



**Howard Andrew Fisher***Board Member of BAK Festivals, Inc.*

Andy Fisher has over 30 years of investment banking experience, having held leading roles at Credit Suisse and Goldman Sachs. He spent the last half of his career working with technology companies to raise equity capital. Over the course of his career, Andy has helped over 150 technology companies go public, including Google and Tesla.

At Grupo Flor, Andy works closely with CEO Gavin Kogan to help structure and source capital financing. Since joining the Board, Andy has helped BAK Festivals and Grupo Flor continually improve its financial controls and performance.

Andy is the Chairman of the Board of the Institute on Aging in San Francisco, which helps senior citizens improve their quality of life and retain their independence as they age. Andy also serves as a Senior Adviser to the Brunswick Group, a global financial communications firm.

**Michael Zumpano***Fairfield Community Outreach Manager*

Michael Zumpano's roots in Fairfield go back several generations. His maternal grandfather, Rex Clift, was Fairfield's first Chief of Police, serving in that role from 1942 until his death in 1958. The Art Koch Range and Training Facility, Fairfield Police Department's state of the art training facility, is located on 1717 Rex Clift Lane, is named after Michael's grandfather.

Michael's paternal grandfather, Filbert Zumpano, moved to Travis Air Force base during World War II. He opened up a tailor shop in 1946 that would become Phil Men's Shop. Located at 832 Texas Street, the store sat beneath the "Seat of Solano County" sign, and for decades was one of the most well-known small businesses in the City. Michael's deep appreciation for this area of Fairfield and his desire to see it thrive is one reason why the company plans to play an active role supporting the Main Street Association and its major annual events, as described in the application. Michael's uncle, Max Rossi, was for decades an influential community activist in Fairfield. He was a key force in forming Solano Community Foundation (SCF), regarded as one of the most impactful community organizations in the Bay Area. Max was one of SCF's eleven founding members, became the first elected Chairman of the SCF Board of Directors in 1995, helped SCF obtain 501(c)(3) status from the IRS and grew assets held under management from \$20,000 to \$1.8 million under his tenure. In memory of "Uncle Max" and his work, East of Eden will be a strong and consistent supporter of the Solano Community Foundation and its programming, as described in the application.





Michael has been a Fairfield resident since 1957 and has owned a home in the City since 1988. He and his wife, Beverly, raised their three children in Fairfield and were very active in the community. His daughter, Danielle Zumpano, won the 2007 Miss Solano County Pageant. In 1983, Michael founded Champion Nutrition, a sports nutrition company, in Fairfield. His business employed 30 people and was a member of the Fairfield-Suisun Chamber of Commerce. Michael worked closely with the FDA in negotiations that would later be reflected in the Dietary Supplement Act. His experience at Champion Nutrition would lead him to explore the cannabis industry. With his children grown, Michael sold Champion Nutrition in 2008 and moved to Colorado in 2009, where he and his partners built state-of-the-art cannabis cultivation facilities that drew on his knowledge of FDA and USDA manufacturing procedures. They invited law enforcement, regulators and legislators to tour these facilities and they made comprehensive presentations. The open communication and transparency of operations allowed regulators to get a clear understanding of the potential for cannabis to become a legitimate, regulated industry. If awarded a license in Fairfield, East of Eden will exhibit that same spirit of transparency and collaboration with local officials.

In 2010, Michael became involved in cannabis legislation. He spoke before the Colorado Senate, and assisted in drafting two bills. After their passage he assisted in the construction of regulations for the cannabis industry in Colorado. Along with his team, he managed the construction and licensing of seven dispensaries under the banners, “Budding Health” and “PMOC”. He continued to manage dispensary and cultivation business operations until 2012. In 2012, after the sale of the businesses in Colorado, Michael moved back to Fairfield. He and Beverly opened a cannabis delivery business, Greenridge Organics. Greenridge is now known as GRO.LIFE, based in Emeryville, CA. The delivery business serves customers in Contra Costa County and Solano County. Today GRO provides quality cannabis products to nearly 10,000 patients and is managed entirely by Ryan Burke, COO. Michael is no longer involved in the operation.

In 2014, Michael and Beverly began working with Donnie Anderson, longtime friend and pharmacologist, to provide care to critically ill children in California. Today this program treats over 1,500 children, through a number of doctors, with personalized medications containing specialized ratios of cannabinoids and terpenes. They are now working with Staci Gruber of Harvard University to publish authoritative research on the impact of personalized cannabis medications on serious disease conditions. Michael is thrilled to be partnering with East of Eden to develop a cannabis retail experience that aligns with Fairfield’s values and supports the causes that are most important to the community. He believes that his deep experience in the cannabis industry, along with his ties to and affection for the City of Fairfield going back several generations, make him uniquely equipped to help establish a retail outlet that the City and the community can be proud of.

### **Notable Non-Owners**

Without the support of an amazing management team, both at the executive level and the retail store front level, BAK Festivals, Inc. and Grupo Flor Corporation would not have had the success



we've been fortunate to have in Salinas, Moss Landing and San Jose. We will be utilizing our key retail management team to help train our new employees in Fairfield.

*"I am very proud of how the East of Eden founders are so committed to promoting from within. Everyone has an equal opportunity to grow at the company, which is a huge motivator... At the end of the day, this company is 'for the people.' That is very important to me and my community." - Maggie Vargas, General Manager at East of Eden in Moss Landing*



**Kendra Clark**  
*General Counsel at Grupo Flor Corporation*

Kendra Clark is responsible for regulatory and legal compliance at Grupo Flor Corporation. She was previously the VP and Associate General Counsel of Chiquita Brands, one of the leading produce distributors in the world. Kendra was instrumental in bringing the Chiquita brand to new markets, managing the regulatory and legal issues associated with emerging supply chains, product integrity, manufacturing and licensing. Prior to that Kendra was in house legal counsel at Univar, the largest chemical distributor in the world. The internal controls and risk mitigation strategies that Kendra has developed at Grupo Flor are drawn from her experience at Chiquita and Univar.

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Kendra served on the Board of Girls Inc., a non-profit that equips girls to navigate economic, gender, and social barriers and Sun Street Centers which prevents alcohol and drug addiction by offering education, prevention, treatment and recovery to individuals regardless of income level. She is now a Board Member of the San Benito Chapter of Girls Inc.



**Joanna Martinez**  
*Chief of Staff at Grupo Flor Corporation*

Joanna Martinez serves as Chief of Staff at Grupo Flor Corporation and is an essential part of the East of Eden retail expansion team. She is responsible for overseeing all matters related to real estate, hiring, marketing, promotions and budgets. Joanna is a utility player without whose hard work and dedication the East of Eden retail expansion would not be possible. In 2009, Joanna earned her Associates Degree from the Fashion Institute of Design and Merchandising and began her career in the fashion industry. Prior to joining Grupo Flor, Joanna had been promoted to a Designer at Robert Talbott.



In 2019, Joanna saw emerging opportunities in the cannabis space and joined Grupo Flor as Chief of Staff. Since joining Joanna has been instrumental in helping the company achieve its strategic goals.



**Maggie Vargas**

*General Manager at East of Eden in Moss Landing*

Maggie Vargas currently manages our East of Eden - Moss Landing retail store, where she oversees all aspects of the dispensary's day-to-day operations. Like many of her fellow managers, Maggie exemplifies two of the company's core priorities: empowering local communities through economic opportunity and ensuring that women have the opportunity to hold leadership positions in the company. Maggie will help hire and train our retail staff and managers in Fairfield on all aspects of retail operations including, but not limited to, regulatory compliance such as age verification protocols, daily limits, security protocols, customer service, safety and security.

Maggie's parents immigrated to the United States from Mexico. When they arrived in Monterey County, one of the few opportunities available to them was to work as fieldworkers. REDACTED

Maggie also worked as a fieldworker at a young age. After having that experience, she knew that she wanted to have access to better economic opportunities than her parents. She sought out roles in the cannabis industry once it was legalized in California, as she understood the medical value of the cannabis plant and she saw it as a way to establish a foothold in a growing industry.

Maggie was initially hired to work at our East of Eden - Salinas retail store in 2018. Due to her hard work, she was quickly promoted, becoming the Assistant General Manager at the Moss Landing location. She was then promoted again to General Manager, where she has continued to excel. We believe that Maggie will hold greater leadership positions within the company in the years to come.



**Letty Garcia**

*Assistant General Manager at East of Eden in Moss Landing*

Letty Garcia currently helps manage our East of Eden - Moss Landing retail store, where she helps oversee all aspects of the dispensary's day-to-day operations. Like many of her fellow managers, Letty exemplifies two of the company's core priorities: empowering local communities through economic opportunity and ensuring that women have the opportunity to hold leadership positions at the company. Letty will help hire and train our retail staff and managers in Fairfield on all aspects of retail





operations including, but not limited to, regulatory compliance such as age verification protocols, daily limits, security protocols, customer service, safety and security.

Letty immigrated to the United States from Mexico at a young age and moved to Salinas when she was 11. Seeing the challenges that her parents and other immigrants in Salinas faced motivated Letty to seek a job that provided economic security and the possibility of career growth.

Her first job was at a Subway sandwich shop in Salinas, where she worked for almost 8 years. While at Subway, she was able to develop the skills to manage inventory, orders and store processes. After a few years, Letty became the Store Manager. However, she soon found that her opportunities for further advancement were limited. Recognizing the value of her skills, East of Eden hired Letty in February 2020 at a significantly higher salary.

Because of her strong performance, Letty quickly moved up the ladder. After several months working at our East of Eden - Salinas location, she was promoted to Assistant General Manager at our Moss Landing store. She has excelled in this role as well, and is now scheduled to be promoted to General Manager when the role becomes available later this year.

Holding a leadership position at East of Eden's retail locations has given Letty's family financial flexibility and allowed her husband to stay at home with their three children. Letty regards family as her most important priority and working at East of Eden has given her the flexibility to schedule her work around important family obligations. She feels that she finally has the "work-life balance" that she felt her own parents were never able to have as immigrants residing in Salinas.



**Yasmin Amesquita**

*General Manager for Flor X, Inc. (the Distribution Entity)*

Yasmin Amesquita has been with Grupo Flor Corporation since it was founded in 2015. Yasmin's story and her 20-year relationship with Grupo Flor founder Mike Bitar illustrates Mike's passion for empowering people and helping them grow in their personal and professional lives.

Yasmin currently oversees Flor X, Inc. which is our cannabis distribution facility and centralized purchasing department for cannabis and non-cannabis products. Yasmin manages a team of twelve (12) employees who ensure that our retail stores have all of the products they need, in the right quantity delivered in a secure and compliant manner.

Yasmin holds this critical role because she is the only employee to have worked in every single department at the company including Retail, Distribution, Accounting, Packaging, amongst several others. Yasmin created foundational SOPs in these departments, at a time when cannabis was a nascent industry. Her imprint continues to be seen throughout the organization.





Yasmin first met Mike 20 years ago, when he hired her to work at a Wienerschnitzel in Salinas, as a minimum wage employee. Mike was impressed by Yasmin's dedication and promoted her several times. She ultimately became the Store Manager. Seeing her talent and drive, Mike then convinced Yasmin to become a realtor and join his real estate business. He served as a mentor for Yasmin as she became increasingly successful within realty. She soon came to own her own home and multiple rental properties, putting her in a much more stable financial position than she could have imagined previously. When Mike founded Grupo Flor in 2015, Yasmin was one of the first people he asked to come work with him in the cannabis industry. She knew little about cannabis, but trusted Mike and has developed a new passion and expertise. Flor X, Inc. represents one of the core competitive advantages that East of Eden has over other applicants. Flor X, Inc.'s success is a direct result of Yasmin's intelligence and dedication to its operations.



**Darian Nunez**

*General Manager at East of Eden in Salinas*

Darian Nunez currently manages our East of Eden - Salinas retail store, where she oversees all aspects of the dispensary's day-to-day operations. Like many of her fellow managers, Darian exemplifies two of the company's core priorities: empowering local communities through economic opportunity and ensuring that women have the opportunity to hold leadership positions at the company. Darian will help hire and train our retail staff and managers in Fairfield on all aspects of retail operations including, but not limited to, regulatory compliance such as age verification protocols, daily limits, security protocols, customer service, safety and security.

Darian's story also illustrates Grupo Flor founder Mike Bitar's passion for finding talented people wherever they are, and helping them grow in their personal and professional lives. Prior to working at East of Eden, Darian worked at a Starbucks in Salinas for five (5) years. Though she was an excellent employee and became a Supervisor after 1.5 years, she was unable to move up further because she lacked a college degree.

In 2018, Mike was ordering coffee at a Starbucks in Salinas and was served by Darian. Mike was very impressed by her professionalism and customer service. On the spot, he offered Darian a job in the cannabis industry, making significantly more than she did at Starbucks. Darian was surprised, but soon began working at our East of Eden - Salinas location as a budtender. Due to her excellent performance, she was promoted every few months: to Lead, then to Supervisor, then to Assistant General Manager and now to General Manager. Known as the "conductor" of East of Eden Salinas, Grupo Flor's flagship and highest performing store, Darian manages over fifty (50) people. The Company takes special pride in Darian's success.





**Yesenia Angelino**

*Assistant General Manager of East of Eden in Salinas*

Yesenia is the Assistant General Manager at our East of Eden - Salinas retail store. She has been the Assistant General Manager since the Fall of 2020 and we will be promoting her to General Manager for a new retail facility. She is responsible for assisting in managing the store's daily operations. Like many of her fellow assistant managers, Yesenia exemplifies core company priorities of economic empowerment and ensuring that women have the opportunity to hold leadership positions at the company.

Yesenia identifies as Hispanic, a member of the LGBTQ community and is a veteran. REDACTED

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East of Eden hired her and found that she was very effective at connecting with customers, REDACTED

. Yesenia currently volunteers in women's prisons, teaching yoga and meditation classes. She is also a supporter of the women's rights movement, the transgender rights movement and the Black Lives Matter movement.



**Stephani Hamilton**

*General Manager at White Fire in San Jose*

Stephani Hamilton currently manages White Fire, our strategic retail partner in San Jose (independently owned by our Chief Operating Officer, Darren Dykstra). Like many of her fellow managers, Stephani exemplifies core company priorities of economic empowerment and ensuring that women have the opportunity to hold leadership positions within the company.

Stephani grew up in the foster care system and was later adopted by a single mother. Growing up, she did not have the family resources to pursue her education. She became pregnant at a young age and was working 3 jobs to make ends meet and help support her family. She felt that her ability to access economic opportunity was limited until she was hired at White Fire in 2015.



Stephani began as a receptionist at White Fire. Her talent and drive were immediately apparent. Within months, she was promoted to Manager, then to Purchasing Manager and ultimately became the General Manager of the store. In this role, she oversees all aspects of the dispensary's day-to-day operations.



**Tatianna Ortiz**  
*Inventory Manager at White Fire in San Jose*

Tatianna “Tati” Ortiz currently helps manage White Fire. Tati identifies as Hispanic and a member of the LGBTQ community. Like many of her fellow managers, Tati exemplifies core company priorities of economic empowerment and ensuring that women have the opportunity to hold leadership positions at the company.

Tati’s family immigrated to the United States from Mexico at a young age. Only one person in her extended family has graduated from college. With her siblings and cousins still living at home, Tati is one of the few in her family that has been able to leave home and seek out economic opportunity. She was motivated to work in the cannabis industry **REDACTED**

Tati started working at White Fire in 2018 as an administrative assistant for delivery operations. Her tasks included preparing and filing reports and coordinating responses to police audits requests. Because of her drive, performance and attention to detail, Tati was repeatedly promoted and is now Inventory Manager at White Fire. In this role, she manages all aspects of White Fire’s inventory, oversees product integrity by maintaining an accurate record of inventory, including descriptions, measurements, date and time of receipt, expiration date, name and license number of distributor and price paid for the goods. A key responsibility includes daily inventory reconciliation, which includes monitoring and reporting discrepancies in inventory.

## Timeline

We anticipate time from licensure to store launch will be four (4) months from obtaining the Commercial Cannabis Business Permit from the City of Fairfield. This is based upon our management team’s experience with bringing three (3) retail stores to fruition and currently working on opening our fourth retail store. Based upon our personal experiences with these facilities, we understand the time is necessary for construction and remodeling, inventory procurement, operational system implementation, and hiring and training staff.

We are fortunate that the proposed location will not require major remodeling and renovation. All remodeling will be done to current State and City code. As is set forth herein, improvements to the proposed location will be designed to install the appropriate safety and security equipment, install fixtures and design details to improve the guest experience, and improve

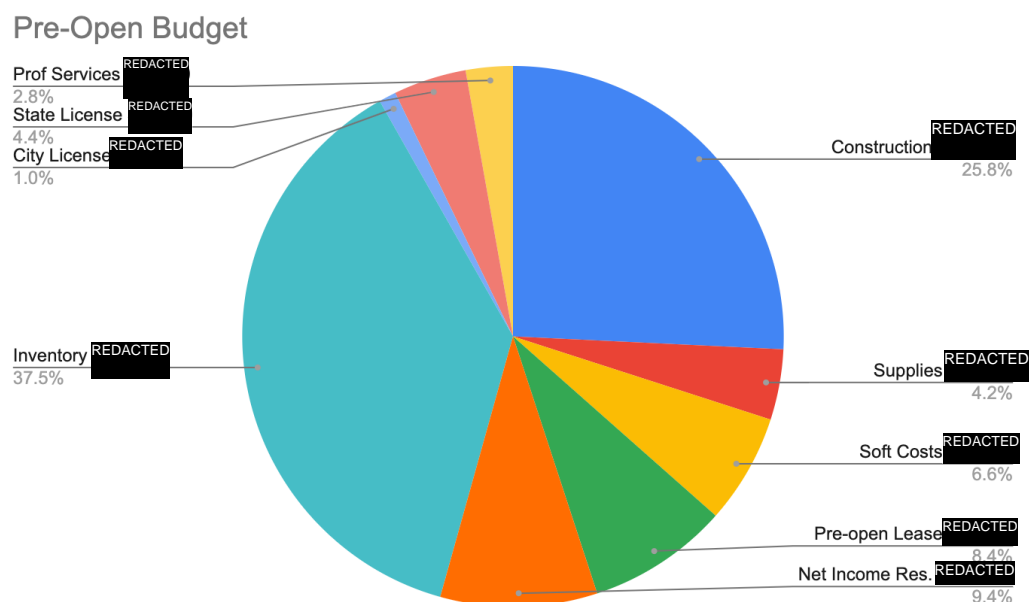




customer and patient flow through the retail space so as to maximize the customer experience while also maintaining the safety and security of our facility.

## Budget

Our budget for construction, operation, and maintenance, compensation of employees, equipment costs, utility cost, and other operation costs is approximately REDACTED (exclusive of inventory which, as explained below, will be provided on terms through our licensed distribution facility, Flor X, Inc.) is set forth below:



**Pre-open lease:** Three months of rent payment prior to opening to allow for construction and buildout.

**Construction:** Construction to include cameras (security system), cabinets, display cases, lighting, exterior and interior signage, and all other required construction to meet Fairfield and State regulations.

**Supplies:** Office supplies, inventory storage shelves, cleaning supplies, appliances, and all other supplies for business operations.

**Soft Costs:** Computers, printers, televisions, furniture and fixtures.

**Professional Services:** Required resources to develop and submit applications for state and local license(s).

**Inventory:** Initial inventory will be provided to our Fairfield facility by Flor X, Inc. upon ninety (90) day terms to allow for the development of positive cash flow. At any time, Flor X, Inc.'s





inventory is valued at over REDACTED therefore there will be sufficient inventory to meet the needs of our new Fairfield location. See Appendix E.

**Net Income Reserve:** These funds will be used to offset any negative cash flow due to losses during the first three (3) months of operations.

**State License:** First year license fee based on gross revenue between REDACTED

**City License:** License fee to the City of Fairfield.

## Proof of Capitalization

Proof of capitalization is provided in PDF File #4. Funds will come from the account of BAK Festivals, Inc. In total, this account shows nearly REDACTED in liquid assets, which will not only cover the cost of construction but also the three (3) months of operations. See Appendix F.

## Financial Pro Forma for Three Years of Operation

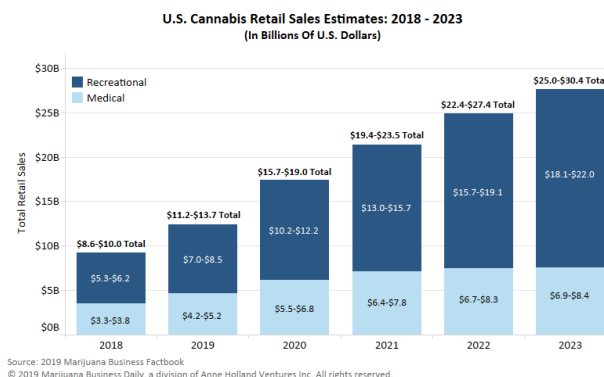
Recreational cannabis sales in the United States are estimated to increase year over year with total sales estimated to be between REDACTED billion by 2023.

Our three-year pro forma is based on five (5) years of sales data from our two (2) currently operational recreational and medical cannabis East of Eden retail stores in Salinas and Moss Landing as well as our strategic partner's operational recreational and medical cannabis retail store, White Fire, in San Jose, CA. Our East of Eden - Salinas store is currently projecting annual average gross sales of REDACTED. The White Fire store in San Jose is currently projecting annual average gross sales of REDACTED.

*"Because of Flor X, Inc., East of Eden is able to carry more brands and more SKUs than any other cannabis company. We have a more diverse customer base than other cannabis companies because we carry more products than anyone else and can meet the needs of any customer or patient that walks through our doors ... Working in each department of the company has been very empowering. I am proud to be able to bring that knowledge to help ensure we provide the best possible products to our customers." - Yasmin Amesquita, General Manager for Flor X, Inc.*

The two largest factors used to predict revenue are the number of stores per capita and the physical location of the store. Our Fairfield location is located next door to Chick-fil-A in the area of the Solano Town Center, Gateway Plaza, and Gateway Courtyard.

Fairfield will only have two retail commercial cannabis businesses. Based upon Fairfield's population of approximately 70,000 residents that are over the age of twenty-one (21), that is approximately 35,000 residents per retail commercial cannabis business from the City of Fairfield alone; however, due to







our prime location and the daily average traffic in the area, we expect to see many more customers.

The average daily traffic on Travis Boulevard in Fairfield, CA is approximately 25,900 cars per day. The average daily traffic on I-80 is approximately 198,000 cars per day. The estimated sales of REDACTED for East of Eden – Fairfield by 2023 are based on the REDACTED

It is important to note that the East of Eden – Fairfield location is likely to generate higher revenue due to the several factors including, among others, a higher household income in Fairfield as compared to Salinas and a higher traffic county (see below chart)

Location	Estimated Sales Volume	1 Mile Population	3 Mile Population	5 Mile Population	10 Mile Population	Avg HH Income (\$ mi)	Daytime Pop (\$mi)	Ethnicity	Traffic Count A	Traffic Count B	Customer Counts A (Placer.ai 2019)	Customer Counts B (Placer.ai 2019)
Grupo Flor - Salinas	REDACTED	20,000	138,000	167,000	230,772	\$84,475	57,452	76% hispanic	John St - 20,000 CPD	Hwy 101 - 72,000 CPD	N/A	East Of Eden - 214000
1740 Travis Blvd	REDACTED	17,862	90,089	122,850	248,458	\$111,544	45,653	40% white, 31% Hispanic	Travis Blvd - 25,900 CPD	Hwy 80 - 198,000 CPD	Solano Town Ctr + Gateway Pavilion + Gateway Plaza = 9.8M total visits	Chick Fil A - 400,000 total visits

The similarities amongst the data points shown above lead us to believe that there will be a strong correlation between sales at East of Eden – Fairfield and sales at East of Eden – Salinas. Based upon data showing that our neighbor, Chick-fil-A averages 400,000 visits a year, the location that we are proposing (a Fuddruckers restaurant) having 150,000 visits per year, and the proximity of the freeway and freeway visibility, we believe that East of Eden – Fairfield could exceed our estimate of REDACTED in gross sales.

We have also observed across our existing stores that operating expenses and cost of goods sold directly correlate to sales numbers. The percent of revenue for these numbers is similar across each of our stores, within a small margin. We estimate a growth of approximately REDACTED in monthly revenue for the first full year of operations and a growth of approximately REDACTED

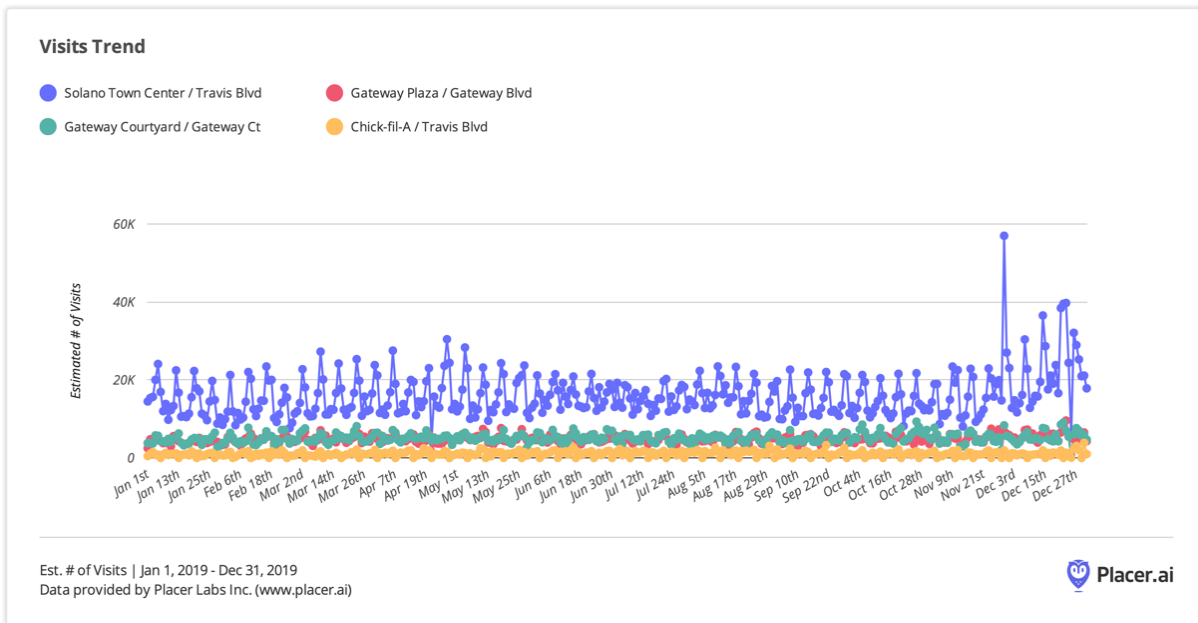
REDACTED in the second full year. Based upon our experience, growth slows after the second full year of operations, and caps

Metrics			
	Est. # of Customers	Est. # of Visits	Avg. Visits / Customer
Solano Town Center / Travis Blvd	955.8K	5.82M	6.09
Gateway Plaza / Gateway Blvd	381.9K	1.78M	4.66
Gateway Courtyard / Gateway Ct	523.4K	1.88M	3.59
Chick-fil-A / Travis Blvd	208.9K	393.3K	1.88

Jan 1, 2019 - Dec 31, 2019  
Data provided by Placer Labs Inc. (www.placer.ai)

Placer.ai





A three-year pro forma is provide herein.

<b>Fairfield Pro-forma</b>				
Average Spend Per Customer Visit	62	62	62	62
Total Customer Visits	REDACTED			
	2021	2022	2023	2024
<b>Income</b>				
Merchandise	REDACTED			
Adult-Use Cannabis Sales				
Medical Cannabis Sales				
State and Local Taxes				
<b>TOTAL INCOME</b>				
Cost of Goods Sold				
Accessories Sold				
Cost of Goods Sold				
State and Local Taxes				
<b>TOTAL COGS</b>				
<b>GROSS MARGIN</b>				
Expenses				
Advertising & Marketing	REDACTED			
Bank Service Charges				
Accounting				
Office & Insurance Expense				
Payroll Expenses				
Employment Taxes				
Wages				
Professional Fees				
Facility Overhead (Rent and Utilities)				
Management Fees				
Total Expenses				
Local Charitable Donations				
<b>Total Operational Expense</b>				
Federal Taxes (Estimate)				
<b>Net Income</b>				
	REDACTED			



## Hours of Operation

As allowed by *Fairfield Municipal Code Section 10E.25(g)* and *Title 16, Section 5403 of the California Code of Regulations*, our hours of operation will be from 8:00 AM to 10:00 PM, seven days a week, 365 days a year.

## Opening and Closing Procedures

Security is of paramount importance to us. We are keenly aware of the added security challenges that an operation of this nature faces, and we have taken extensive measures to have professionally-vetted policies, procedures, and systems in place to provide comprehensive protection, not only for our facility, but also for our employees, customers, and the surrounding public. Our security will meet or exceed the requirements of the City of Fairfield and the State of California. The security and safety of our customers, staff, and surrounding public is crucial to the operational goal of providing cannabis within a safe and healthy environment. Every employee of East of Eden proactively has the responsibility to ensure the store operates in compliance with all applicable City and State regulations. All employees are accountable for ensuring no one under the age of twenty-one (21) (or eighteen (18) for a qualified medical patient<sup>1</sup>) is allowed to enter the facility and no cannabis or cannabis products are diverted to the black market or otherwise resold.

### Opening Procedures

During daily operations, a Manager will perform the Opening Procedures. As is discussed herein, **REDACTED** When arriving at the store, the opening Manager (the “Opener”) will contact the on-duty 24-hour Security Staff **REDACTED** to inquire as to any security issues that may have arisen during the night. When the Opener arrives at the store, they will assess the business from the outside and take note of any suspicious activities, loiterers, disrupted windows, doors, landscaping, etc.

If the Opener observes any suspicious activity, he/she will notify the on-duty Security Staff inside the facility and will contact local law enforcement. If no security issues are reported and no suspicious activity is observed, then the Opener will enter the building through **REDACTED**

All employees will enter the facility through the **REDACTED** to place their belongings in their locker prior to beginning their shift by logging into Würk, a workforce management software specially tailored to the cannabis industry.

<sup>1</sup> *Fairfield Municipal Code Section 10E.24*





Before setting up the store for that day's operations, the Opener will ensure all doors are locked and secured, perform a visual inspection of the entire premises for intrusions, and check the Secure Product Storage area to make sure all product is secured and remains undisturbed.

## Closing Procedures

Similar to the Opening Procedures, a Manager will always perform the Closing Procedures.

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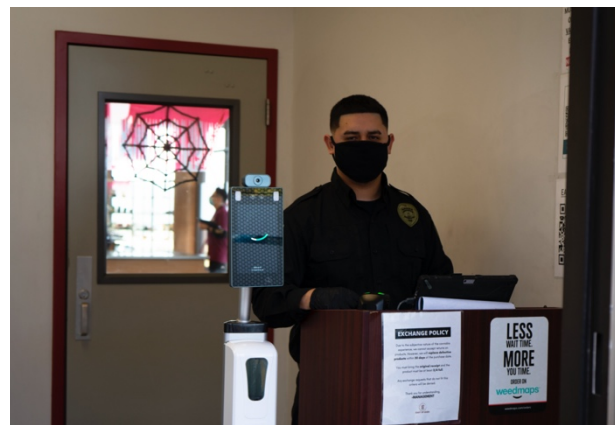
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## Day to Day Operations

### Customer Check-in Procedures

All customers and guests must check-in with a uniformed Security Guard at the main entrance prior to entering the retail cannabis business. Pursuant to 16 CCR §5402(a), all customers will be required to show one of the following forms of identification:



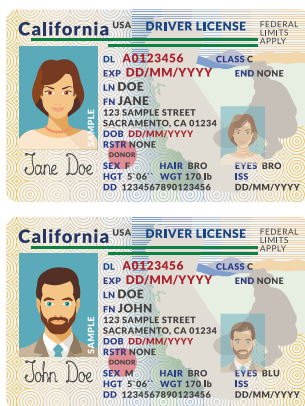




1. A document issued by a federal, state, county, or municipal government, or a political subdivision or agency thereof, including, but not limited to, a valid motor vehicle operator's license, that contains the name, date of birth, physical description, and photo of the person;
2. A valid identification card issued to a member of the Armed Forces that includes a date of birth and a photo of the person; or
3. A valid passport issued by the United States or by a foreign government.



The Security Guard will check the government issued identification of guests at the main entrance and confirm:



1. That the appearance of the individual presenting the identification matches the appearance of the individual pictured on the identification;
2. The presented identification indicates the holder is at least twenty-one (21) years old or eighteen (18) years old and in possession of a valid physician's recommendation and/or Health and Safety Code Section 11362.71 identification card ("Medical Marijuana Card"); and
3. The identification has not expired.

After the Security Guard confirms the age of the person and the validity of his/her identification, the customer will be allowed entry into our Lobby where they will be greeted by a Receptionist who will be sitting behind a secure partition. The Customer will provide the Receptionist with his or her photo identification which will be scanned using Veriscan and Treez. All identification will be stored in Veriscan and Treez. If the identification presented is not confirmed as valid by Veriscan and/or Treez the Receptionist will notify the customer and Security Guard and the customer will be asked to leave the premises. All invalid identifications will be logged as either "expired," "invalid," or "underage."



## Customer Experience

We will use a community-driven, Customer-Centered Care approach that will benefit all of our customers. This complex commitment dictates the features of our implementation strategy:

- Customer-centered care;
- A skilled and knowledgeable staff;
- A professional setting;





- Product variety;
- Quality control;
- Support Services;
- Community outreach, and enabling/support services

The crucial element of our Customer-Centered Care approach will be meeting with our customers to understand their individual needs. This requires that our staff be well-trained, comfortable with diversity, and competent to interact appropriately with individuals from different backgrounds and various levels of “cannabis literacy”. We will educate and empower our customers so that they share responsibility regarding their cannabis use and healthy lifestyle choices.

Our Customer-Centered Care business will provide:

- A welcoming environment;
- Respect for customer values and expressed needs;
- Socio-cultural competent staff;
- Help with coordination of care across providers (for medical use customers);
- Emphasis on customer comfort and support; and
- Community outreach and collaboration

Our staff, facility, and operations will prioritize the safe and careful implementation of the cannabis laws of the State of California, including the Compassionate Use Act of 1996, Medical Marijuana Program Act, Medicinal and Adult-Use Cannabis Regulation and Safety Act (MAUCRSA), and the Fairfield Municipal Code.

Our staff, facility, and operations will recognize that all customers who desire to use cannabis, whether for recreational or medical purposes, should have reasonable and safe access to cannabis as provided for under the laws of the State of California. For our medical use customers, our staff, facility, and operations will maintain a holistic focus and supportive services. We will seek to identify underlying factors that broadly influence quality of life, with emphasis falling on pain management, avoiding unhealthy behaviors, lifestyle change, improving physical conditioning, adopting better nutritional practices, reducing stress, and taking advantage of the profound mental health benefits that patients can derive from interpersonal support such as counseling, support groups, and community activities with those suffering from similar conditions.

As depicted in the diagram below, the following is a description of a customer experience at our Fairfield store:

REDACTED





1. After showing the proper identification to the Security Guard, the customer will be allowed entry into the lobby.
2. Upon entering the lobby (a “sally port” area), the customer will provide his/her identification to the Receptionist, who will be seated behind a secure barrier, and complete any required paperwork. For a recreational customer, once the Receptionist scans the customer’s identification using an electronic age verification device and confirms the customer’s age, the Receptionist will



REDACTED

For a medicinal customer, the Receptionist will confirm that the medical recommendation documentation is current and valid. The Receptionist will have medicinal customers and caregivers complete a Patient Disclosure Agreement Form, which allows the medicinal customer’s caregiver to share certain information with East of Eden and explains our patient privacy policy. This form also explains the consequences for falsifying medical and personal information and communicate the requirements to abide by state and local law while on the East of Eden premises. All documents with any identifying information will be placed “face down” to maintain patient confidentiality prior to filing. To further protect patient confidentiality, all computers will be positioned to obstruct viewing from the waiting area and fitted with a privacy shield so that only people in front of the screen can see the information. All computers will be logged out any time the Receptionist leaves the reception area.

3. Customers will be met by a Customer Care Consultant after passing through the “sally port” area and entering into the retail area. The Customer Care Consultant is responsible for interacting with the customer while they are in the retail sales area and one Customer Care Consultant will be present for each customer. The customer will be able to walk through the various products available with a Customer Care Consultant. No customer will be permitted to touch any product without the assistance of a Customer Care Consultant.
4. The Customer Care Consultant will input the customer’s order on a mobile POS device and then direct the customer to the POS counter to check out.



5. If necessary, the customer will visit the ATM and then proceed to the POS counter where the customer will provide his/her photo identification to the Sales Associate as required by *Fairfield Municipal Code Section 10E.25(a)*. The Sales Associates will confirm the customer’s age, medical recommendation (if applicable), and order. The Sales Associate will then fulfill the order, the customer will pay, and the customer will be provided his/her purchase in an opaque exit package as per *16 CCR*

*Section 5413(c)* with a receipt. Additional customer information, such as reward program details, will be created by the Sales Associates and stored on the Treez secure POS sales system and backed up to Metrc as required. To maintain patient confidentiality, access



will be restricted to key personnel to prevent patient data from being accessed by third parties. Only General Managers will be allowed to modify data, and only owners will be able to export patient data. As a policy, this export will only be done at the request of authorized officials. East of Eden stores have been using Treez for the past two (2) years.

6. Upon completion of checkout, the customer will be directed to exit the retail area through an exit door (separate from the door from which the customer entered the retail facility) that leads, through the lobby, to the front door.

## Visitor [Non-Customer] Check-in Procedures

Individuals with business at the retail facility who are not employees, customers, or regulatory or law enforcement officials, such as third-party contractors, vendors, and other visitors, will be checked by the on-duty Security Guard for proper identification before being allowed to enter the facility. Further, in order to deter and detect the unauthorized introduction of prohibited articles into the retail facility and the unauthorized removal of cannabis and cannabis products from the facility, as a condition of entrance, visitors must consent to the inspection of any hand-carried items by the Security Guard prior to being allowed entrance. If the visitor does not consent to inspection, he or she will not be permitted to enter the facility

Upon entering the lobby (a “sally port” area), the visitor will provide his/her identification to the Receptionist, who will be seated behind a secure barrier. The Receptionist will scan the visitor’s identification using an electronic age verification device and confirms the visitor’s age. The Receptionist will then ask the visitor to sign the Visitor’s Log with the date, time, name of the person whom the visitor is visiting (if applicable), and the purpose of the visit. This Visitor Log will be maintained as part of our records for seven years<sup>2</sup>. The Receptionist will then provide the visitor with a Visitor Badge and contact the employee whom the visitor is meeting. The visitor will be informed that he or she must display the Visitor Badge at all times during his or her visit. The employee will accompany the visitor at all times that the visitor is on the premises. Once the visitor’s visit is complete, he or she will return to the Receptionist in the Lobby, return the Visitor Badge and sign the Visitor Log and list the time at which he or she left. The visitor will once again consent to the inspection of any hand-carried items by the Security Guard before leaving the facility.

## Location and Procedures for Receiving Deliveries During Business Hours

REDACTED

<sup>2</sup> Title 16 California Code of Regulations Section 5037.

<sup>3</sup> Title 16 California Code of Regulations Section 5422.



REDACTED

REDACTED

## Quality Control

In the Shipment Loading/Unloading Area, the Inventory Employee will confirm that the cannabis goods received are identical to what is described in the shipping manifest and will record the receipt of the cannabis goods in Treez which will update to the State's Metrc system. If there are any discrepancies between the type or quantity of cannabis goods specified in the shipping manifest and the type or quantity received by us, we will record and document the discrepancy in Treez (which will update to State's Metrc system) and in any relevant business record. Upon confirming the shipment conforms to the shipping manifest, the Inventory Employee will conduct a quality control check prior to storing the cannabis in our Secure Product Storage area as the health and safety of our customers is our number one priority.

## Packaging

The Inventory Employee will confirm that the package used to contain a cannabis product adheres to the following requirements:

1. The package will protect the product from contamination and will not expose the product to any toxic or harmful substance.
2. The package will be tamper-evident, which means that the product packaging is sealed so that the contents cannot be opened without obvious destruction of the seal.
3. The package will be child-resistant. A package will be deemed child-resistant if it satisfies the standard for "special packaging" as set forth in the Poison Prevention Packaging Act of 1970 Regulations (16 C.F.R. §1700.15(b)(1)) (Rev. July 1995).
4. The package will not imitate any package used for products typically marketed to children.
5. If the product is an edible product, the package will be opaque.
6. If the package contains more than one serving of cannabis product, the package will be re-sealable so that child-resistance is maintained throughout the life of the package.

## Labeling

1. Primary panel that includes the following information:





- a. The identity of the product in a text size reasonably related to the most prominent printed matter on the panel;
  - b. The universal symbol as prescribed in Section 40412;
  - c. The net weight or volume of the contents of the package;
  - d. The THC content and CBD content for the package in its entirety, expressed in milligrams per package;
  - e. The primary panel text must be in type size no less than 6-point font and be in relation to the size of the primary panel and container.
  - f. The words "cannabis-infused" immediately above the identity of the product in bold type and a text size larger than the text size used for the identity of the product.
  - g. The THC content and CBD content per serving, expressed in milligrams per serving.
2. Informational panel that includes the following:
- a. The licensed manufacturer and its contact number or website address;
  - b. The date of the cannabis product's manufacture;
  - c. The following statement: "GOVERNMENT WARNING: THIS PRODUCT CONTAINS CANNABIS, A SCHEDULE I CONTROLLED SUBSTANCE. KEEP OUT OF REACH OF CHILDREN AND ANIMALS. CANNABIS PRODUCTS MAY ONLY BE POSSESSED OR CONSUMED BY PERSONS 21 YEARS OF AGE OR OLDER UNLESS THE PERSON IS A QUALIFIED PATIENT. THE INTOXICATING EFFECTS OF CANNABIS PRODUCTS MAY BE DELAYED UP TO TWO HOURS CANNABIS USE WHILE PREGNANT OR BREASTFEEDING MAY BE HARMFUL. CONSUMPTION OF CANNABIS PRODUCTS IMPAIRS YOUR ABILITY TO DRIVE AND OPERATE MACHINERY. PLEASE USE EXTREME CAUTION.
  - d. If the cannabis product is intended only for sale to medicinal-use customers or contains more than 1,000 mg THC per package, the statement "FOR MEDICAL USE ONLY;"
  - e. A list of all product ingredients in descending order of predominance by weight or volume;
  - f. If an edible product that contains an ingredient, flavoring, coloring, or an incidental additive that bears or contains a major food allergen, the word "contains," followed by a list of the applicable major food allergens;
  - g. If an edible product, the names of any artificial food colorings contained in the product;
  - h. If an edible product, the amount, in grams, of sodium, sugar, carbohydrates, and total fat per serving;
  - i. Instructions for use, such as the method of consumption or application, and any preparation necessary prior to use;
  - j. The product expiration date, "use by" date, or "best by" date, if any; and
  - k. The UID and, if used, the batch number.
  - l. Text is in a type size of no less than 6-point font and in relation to the size of the primary panel and container, unless there is insufficient area on the container available to print all the required information in a type size of no less than 6-point





font. In such a case, the label will include the warning statements required by paragraph (3) in a type size of no less than 6-point font, and the product will be accompanied by a supplemental labeling that includes all of the information required by this section. The text of the supplemental labeling will be no less than 8-point font.

3. That the labeling not contain any of the following:
  - a. Claims that the cannabis product was produced from cannabis grown in a California county unless all of cannabis was grown in that county.
  - b. The name of a California county unless all of the cannabis used in the product was grown there in that county.
  - c. Content that is, or is designed to be, attractive to individuals under the age of 21, including but not limited to:
  - d. Cartoons;
  - e. Any likeness to images, characters, or phrases that are popularly used to advertise to children;
  - f. Any imitation of candy packaging or labeling; or
  - g. The terms “candy” or “candies.”
  - h. Any information that is false or misleading.
  - i. Any health-related statement that is untrue or misleading. Any health-related statement must be supported by the totality of publicly available scientific evidence (including evidence from well-designed studies conducted in a manner which is consistent with generally recognized scientific procedures and principles), and for which there is significant scientific agreement, among experts qualified by scientific training and experience to evaluate such claims.

### ***Procedures for Ensuring that a Licensed Testing Laboratory Tested and Analyzed Cannabis Goods Being Sold***

Prior to acquiring any products from a licensed distributor, we will request a copy of the test results showing that the cannabis we are acquiring has been tested and analyzed by a licensed laboratory. We will review the test results to confirm that the product has passed as required by *California Code of Regulation Title 16, Division 42, Chapter 6*.

### **Transfer to Secure Product Storage Area**

REDACTED



## Secure Product Storage

A key component of our Security Plan is to maintain the safety of our inventory so that there is no diversion of product. As such, with our Safety Consultant's guidance, we have created a

REDACTED



## *Procedures for Preventing Deterioration of Cannabis Goods*

After acquisition from Flor X, Inc., all product will be properly stored to avoid deterioration. All cannabis products in our possession will be kept in an appropriate temperature control environment so as to prevent deterioration. For some products this will include refrigeration storage while, for other products, this will include a temperature-controlled storage room. All cannabis products will be routinely inspected to insure there has not been any deterioration.

## *Clean and Sanitary Operations*

Our facility will be equipped with adequate sanitary accommodations as follows:

1. Water supply - our water supply is adequate for the operations intended and derived from an adequate source.
2. Plumbing - plumbing systems are of adequate size and design and are adequately installed and maintained in order to:
  - a. Carry adequate quantities of water to required locations throughout the retail facility.
  - b. Properly convey sewage and liquid disposable waste from the facility.
  - c. Avoid the creation of unsanitary conditions and/or contamination to cannabis products or water supplies.

*"At East of Eden, all employees are treated as equals. Anyone can be approached. There is no separation between executives and other employees. You see Mike Bitar on the floor with the other employees or in his apron, sweeping the sidewalk in front of the dispensary..." - Kasra Ajir, Secretary*





- d. Provide adequate floor drainage in all areas where floors are subject to flooding-type cleaning or where normal operations release or discharge water or other liquid waste on the floor.
  - e. Provide that there is not backflow from, or cross-connection between, piping systems that discharge wastewater or sewage.
3. Sewage disposal - sewage is disposed of into an adequate sewerage system or through other adequate means.
4. Toilet facilities – we provide employees with adequate, readily accessible toilet facilities. Toilet facilities will be kept clean and will not pose a potential source of contamination of cannabis products, cannabis product-contact surfaces, or cannabis product-packaging materials.
5. Hand-washing facilities – we provide hand-washing facilities designed to ensure that an employee's hands do not pose a source of contamination to cannabis products or cannabis product-contact surfaces. Hand-washing facilities will be adequate, convenient, and furnish running water of at least 100°F (30°C).
6. Garbage disposal – garbage is conveyed, stored, and disposed of so as to minimize the development of odor, minimize the potential that waste will attract, harbor, or otherwise contribute to the breeding of pests, and protect against the contamination of cannabis products, cannabis product-contact surfaces, cannabis product- packaging materials, water supplies, and ground surfaces. No garbage will contain cannabis or cannabis infused products.
7. Cleaning compounds and sanitizing agents used in cleaning and sanitizing procedures are free from undesirable microorganisms and are safe and adequate under conditions of use.
8. Effective measures are taken to exclude pests from the Secure Product Storage area where products may be at risk of contamination by pests.
9. Cannabis product-contact surfaces will be maintained in a clean, dry, and sanitary condition before use. When such surfaces are wet-cleaned, they will, when necessary, be sanitized and thoroughly dried before subsequent use.
10. The non-cannabis product-contact surfaces are cleaned as frequently as necessary to protect against allergen cross-contact and contamination of cannabis products.

### ***Good Hygiene Practices***

We will ensure that:

1. Any individual who by medical examination or supervisory observation is shown to have, or appears to have, an illness, open lesion (such as boils, sores, or infected wounds), or any other source of microbial contamination presenting a reasonable threat of contamination to cannabis products, contact surfaces, or packaging materials, will be excluded from our facility until their health condition resolves. Open lesions, boils, and/or infected wounds will be adequately covered (e.g., by an impermeable cover). Personnel will be instructed to report such health conditions to their supervisors.
2. All individuals working in direct contact with cannabis products, cannabis product-contact surfaces, and cannabis product-packaging materials will conform to hygienic





practices to the extent necessary to protect against allergen cross-contact and contamination of cannabis products while on duty. The methods for maintaining cleanliness include:

- a. Wearing appropriate outer garments to protect against allergen cross-contact and contamination of cannabis products, contact surfaces, and/or packaging materials;
- b. Maintaining adequate personal cleanliness; and
- c. Washing hands thoroughly in an adequate hand-washing facility before starting work, after each absence from the work station, and at any time when the hands may have become soiled or contaminated, and sanitizing hands if necessary, to protect against contamination with undesirable microorganisms

## Transfer from Secure Product Storage Area to Retail Floor

When the product is removed from Secure Product Storage area and placed into the retail area, the product will be again reviewed to confirm that the packaging and labeling is compliant with the law and that the product has not expired. Any product that fails to meet the foregoing packaging and labeling guidelines will not be sold to a customer. Any product that is past its expiration date will not be sold to a customer. When the product is removed from storage and placed into the retail area, an entry will be made in the POS system.

## Point-of-Sale System and Number of Point-of-Sale Locations

Our goal during the retail sale processes is to track and trace all inventory from intake through sale. We have partnered with the Point of Sale software, Treez, since 2018 for our other retail locations and we will continue to use Treez in Fairfield. Treez is trusted by over 30% of licensed operators in California<sup>4</sup>.



When cannabis goods enter the store, the quantity received will be reconciled with expected quantities provided on transport manifests and invoices. Items will be updated in Treez and will show up as active inventory in the Treez system. Additional or updated barcodes for tracking will be added as needed prior to placement on the retail floor. When items are ready to be sold to a customer, they will be scanned at one of our Point of Sale Terminals, marked as sold in Treez, and updated on Metrc. We will ensure record keeping requirements of all books and records necessary to fully account for each business transaction conducted at our store. These records include but are not limited to: the amount of cannabis and cannabis products that are dispensed, the dollar amounts of transactions, account balances, and all other relevant data and documents. Our security records will be kept in locked cabinets in the Office and digitally hosted on an

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<sup>4</sup> Source: <https://treez.io/dispensaries/>





internal database to provide secondary protection. We will have six (6) Point of Sale Terminals as shown in the diagram herein.

## Recordkeeping and Reconciliation

The Treez software system will interface with the State of California's track and trace system, Metrc, and will track and report on all financial and inventory aspects of our business. Additionally, we will be able to utilize Treez to generate monthly and historical reports for any reporting requirements or inspection at the request of City and/or State regulators:

1. A description of each item such that the cannabis goods can easily be identified;
2. An accurate measurement of the quantity of the item;
3. The date and time the cannabis goods were received by us;
4. The sell-by or expiration date provided on the package of cannabis goods, if any;
5. The name and license number of the licensee that delivered the cannabis goods to us;
6. The name and license number of the distributor that provided the cannabis goods to us, if different from above; and
7. The price we paid for the cannabis goods, including tares, delivery costs, and any other costs.

All transactions will be entered into the track and trace system within 24 hours of occurrence<sup>5</sup>. We will only enter and record complete and accurate information into the track and trace system and will correct any known errors entered into the track and trace system immediately upon discovery. We will maintain an accurate record of our inventory<sup>6</sup> and reconcile the physical inventory of cannabis goods at the licensed premises at least once every fourteen (14) days<sup>7</sup> including with the records in the Metrc system<sup>8</sup>. If we find a significant discrepancy between our physical inventory and/or the Metrc system database, we will conduct an audit, and notify the Fairfield City Manager<sup>9</sup>, the Bureau of Cannabis Control, and local law enforcement<sup>10</sup> within 24 hours of the discovery.

## Loss of Connectivity

If, at any point, we lose connectivity to the track and trace system, for any reason, we will prepare and maintain comprehensive records detailing all commercial cannabis activities that were conducted during the loss of connectivity<sup>11</sup>. We will notify the City and State immediately for any loss of connectivity, and will not transport, receive, or deliver any cannabis goods until such time as connectivity is restored. Once connectivity has been restored, we will, within three calendar

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<sup>5</sup> Title 16 California Code of Regulations Section 5049.

<sup>6</sup> Fairfield Municipal Code Section 10E.20 and Title 16 California Code of Regulations Section 5423.

<sup>7</sup> Title 16 California Code of Regulations Section 5424.

<sup>8</sup> Title 16 California Code of Regulations Section 5051.

<sup>9</sup> Fairfield Municipal Code Section 10E.22(d).

<sup>10</sup> Title 16 California Code of Regulations Section 5036.

<sup>11</sup> Title 16 California Code of Regulations Section 5050.





days, enter all commercial cannabis activity that occurred during the loss of connectivity into the track and trace system and document the cause for loss of connectivity, and the date and time for when connectivity to the track and trace system was lost and when it was restored.

## **Product Returns, Recall, and Destruction**

### **Returned Products**

If we accept any returns from our customers, we will destroy those products as set forth herein.

### **Recalled Products**

If we receive notice that a manufacturer has issued a recall of any product in our inventory, we will return the product to the manufacturer or destroy it as set forth below.

### **Destruction**

We will destroy any recalled or returned products by rendering the product cannabis waste for proper disposal. To render the product cannabis waste, we will remove the product from packaging and mix the product with a non-consumable medium, including but not limited to one or more of those listed below, so that the resulting mixture is at least fifty percent (50%) non-cannabis waste:

1. Paper waste;
2. Plastic waste;
3. Cardboard waste;
4. Food waste;
5. Grease or other compostable oil waste;
6. Bokashi or other compost activators;
7. Soil; and/or
8. Other medium approved by the Chief of Police that will render medical cannabis or non-medical cannabis waste unusable and unrecognizable

## **Estimated Number of Customers to be served Per Hour and Per Day**

Fairfield will only have two retail commercial cannabis businesses. Based upon Fairfield's population of approximately 70,000 residents that are over the age of twenty-one (21), that is approximately 35,000 residents per retail commercial cannabis business from the City of Fairfield alone; however, due to our prime location and the daily average traffic in the area, we expect to see many more customers. The average daily traffic on Travis Boulevard in Fairfield, CA is approximately 25,900 cars per day. The average daily traffic on I-80 is approximately 198,000 cars per day. Additionally, our neighbor, Chik-fil-A averages 400,000 visitors per year, while the tenant that occupied our space averaged 150,000 visitors per year. Based upon the foregoing,



we estimate that we will serve approximately 57 customers per hour and approximately 800 customers per day (as we will be open for 14 hours per day from 8:00 AM – 10:00 PM).

## Proposed Product Line

As noted in the Introduction, in addition to operating retail facilities in Salinas and Moss Landing, our family of companies includes a licensed manufacturing facility and a licensed distribution facility.

In our manufacturing facility we produce pre-packaged flower, pre-rolls, and various other infused products. We then self-distribute these products to our retail facilities. As noted, our sister distribution company, Flor X will distribute products to East of Eden - Fairfield **REDACTED** to minimize security risks to our facility, employees, and customers.

*“Starting a Prop 215 cultivation facility and retail store made a powerful impression on me. It opened my eyes to the incredible therapeutic value of cannabis. I developed relationships with the fathers of children with epileptic seizures, which helped me understand how important it was to have the tinctures and essential oils. I had terminal cancer patients who were able to withstand chemotherapy with the help of certain cannabis strains. The number and quality of products that we carry at East of Eden comes out of this experience. We are not a ‘pot shop’, but a company with a passion to exceed our customers’ needs by providing an unmatched product selection.” – Darren Dykstra, COO of BAK Festivals, Inc.*

We are committed to making sure that all persons seeking to purchase cannabis from our store have the most up to date information regarding the purchase and use of cannabis.

We will provide all customers with general information regarding cannabis use.

## Different Strain Types

### **Sativa**

Sativa strains are generally cerebral in effect, with uplifting characteristics. They are best used during the daytime.

### **Hybrid**

Hybrid strains are a balance between Sativa and Indica strains. They are known for relaxing, balanced, and blissful effects. Sativa-dominant hybrid provide a cerebral sensation with a relaxing body effect while indica-dominant hybrids provide a full-body sensation with a relaxing cerebral effect

### **Indica**

Indica strains are known for full-body, relaxing, and sedative effects. They are used best at night for sleep-enhancing properties and for helping cancer patients to increase their appetite.

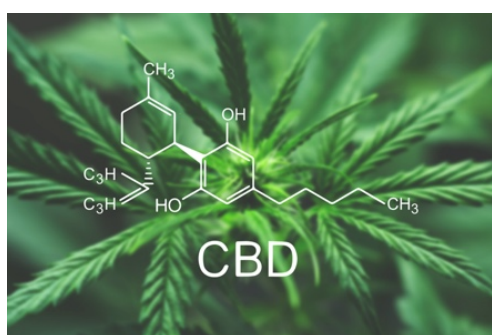




## CBD, THC and THCa – What is the Difference and What do They Do?

Cannabis is widely known for containing CBD and THC; however, these are only two (2) of over 113 naturally occurring cannabinoid compounds found in cannabis.

Most people are confused about the difference between THC and CBD. We will have informational pamphlets available discussing the difference between these two chemical compounds including the fact that CBD will not give customers a “high” while THC will and the “high” will depend on the amount of THC consumed.



Regardless of the “high”, both compounds will have an effect on the body’s endocannabinoid system in different ways. Though there is little research, early clinical research combined with patient testimonies have claimed that CBD is a good treatment for anxiety, cognition, movement disorders, epilepsy, and pain due to its anti-inflammatory properties. THC on the other hand is believed to have medicinal properties for neuropathic pain, nausea, increasing appetite, reducing seizures, PTSD, anxiety, and insomnia. THCa is the dominant cannabinoid in fresh cannabis. It only becomes THC once heated above 100°C. Without heat, it does not produce psychoactive effects. THCa has been reported to be helpful as an anti-inflammatory supplement and with pain relief.

That is just a short list of the various benefits of CBD, THC, and THCa. As is seen on the chart below, there are many others.

## Terpenes

Terpenes are another compound found in the cannabis plant. Terpenes are responsible for its unique aroma that cannabis has. The wide variety of terpenes give different varieties of cannabis a wide range of scents. In recent years, scientists have found that terpenes do much more than produce an aroma. These compounds may boost and expand the therapeutic effects of cannabinoids, especially THC. Terpenes can be extracted from the cannabis plant and infused into distilled and extracted THC and CBD.

## How Much to Use

We will inform customers that a person’s response to cannabis can vary based upon numerous factors including, but not limited to, foods consumed before cannabis use, amount of THC,





amount of CBD, etc. A customer's experience can also vary from one time to the next even if using the same product.

To minimize a customer's risk or if a customer is new to using cannabis, we will advise them that they should begin with products containing 2.5 mg of THC or less or 10% THC (100 mg/g) or less, and an equal or higher amount of CBD.


We will also advise customers that it can take up to four (4) hours to feel the full effects of cannabis and that consuming more within this time period can result in adverse effects that may require medical attention.

We will also recommend that customers keep a journal noting what effects they felt after using a particular product so that they can better understand what products work for them.

## How to Use


Start low and go slow! You can always take more but you can't take less once consumed. This is what we will tell customers who are new to cannabis. We will advise customers of how to begin use and how long to wait until trying a second dose based upon the type of product set forth in the following table.

## Varied Product Line

Product Type	Description
<p><b>Dried Cannabis Flower</b></p> 	<p>Cannabis Flower will be sold in a mix of Indica and Sativa strains depending on customer demand. Finished, dried, manicured, cured medical and adult-use cannabis will be sold prepackaged. We plan to begin with 75-100 varieties of cannabis flower.</p> <p>Dried cannabis flower is usually consumed by smoking it through a pipe, marijuana cigarette, or using a water pipe. Effects can be felt within minutes, and depending on the consumer, strain, cannabinoid content, etc., the effects typically wear off fully within 90 minutes to 4 hours. Customers will be instructed to start with one (1) inhale lasting 3 seconds and wait 20 minutes before repeating.</p>





	<p>Some brands of edibles we will proudly carry include:</p> <p><b><i>Riverview Farms</i></b> - Latina-owned cannabis cultivation company that grows cannabis flower.</p> <p><b><i>Presidential</i></b> – African-American-owned cannabis cultivation company that grows cannabis flower.</p> <p><b><i>Santa Cruz Veterans Alliance</i></b> – Veteran-owned cannabis cultivation company.</p>
<p style="text-align: center;"><b>Edibles</b></p> 	<p>Cannabis edibles are THC, CBN, THCa, and/or CBD infused products that can be consumed by the customer. Infusing cannabis into foods is a long-practiced and very effective method to use cannabis as medicine. East of Eden plans to offer several different edible product lines to cater to the various needs of guests. Individual servings will be no greater than 10 mg of THC, and total quantities of THC will not exceed 100 mg per package. These items may include beverages, coffees, pastries, chocolates, and chewables, though we will not carry products that require refrigeration to maintain product safety and/or prevent spoilage. We will ensure any product we carry is not packaged or labeled in a way that appeals to children.</p> <p>We will advise customers that edibles usually take longer to take effect, so they should wait and start slow! Customers will be advised to start with one (1) serving of 1-5mg until they know how it will affect them. We will advise customers to wait between 2-4 hours for the product takes its full effect.</p> <p>Some brands of edibles we will proudly carry include:</p> <p><b><i>La Familia (Products of Los Angeles)</i></b> – Hispanic heritage inspired edible confections</p>







	<p>with flavors such as white chocolate horchata, Mexican style hot chocolate, fresas con crema and many others made by a company owned by Latinos whose CEO and co-founder is a military veteran.</p> <p><b>Wyld</b> - female-owned cannabis manufacturing company that makes edible gummy products.</p> <p><b>Kiva</b> – female-owned cannabis manufacturing company that makes edible high quality chocolate products.</p> <p><b>Kikoko</b> – female-owned cannabis manufacturing company that makes cannabis-infused teas.</p> <p>Other edible brands that we carry include:</p> <p>Big Pete’s, Kahna, Smokiez, Heavenly Sweets, Altai, Blank, Buds ‘N Brownies, Korova, Wana, Plus, Enjoyable's, Buddy's Chocolate, Betty's Chocolate, Honey Pot, Dollar Dose, Flav, Dr. Raw, Binske, Coda, Mindy's, Original Pot, Serra, Pabst Blue Ribbon, Lagunitas, Punch Edibles, Cann, Kief Cola, Moon, Nfuzed, La Vida Verde, Cannvis, Cosmo's, Green Hornet, Hi-Cubes, Good Stuff, Chil and we carry every SKU of each of these brands.</p>
<p><b>Tinctures</b></p>	<p>A cannabis tincture is a cannabis based extract in a liquid form. These products provide easy dosing for patients with rapid absorption. As tinctures are very concentrated, they require careful dosage levels.</p> <p>Customers will be advised to start with one (1) serving of 1-5mg until they know how it will affect them. We will advise customers that it can take 20-30 minutes or longer to take full effect.</p>






	<p>Some brands of tinctures we will proudly carry include:</p> <p><b>Liquid Flower</b> - female-owned cannabis manufacturing company that makes topicals and tinctures.</p> <p><b>Mary's Medicinal</b> - female-owned cannabis manufacturing company that makes topicals and tinctures.</p> <p><b>Papa &amp; Barkley</b> - female-owned cannabis manufacturing company that makes topicals and tinctures.</p> <p>Other brands include: Moonlion, Jade Nectar, Dr. Raw, Restore, Kikoko, Care By Design, RHO, High CBD, Fiddlers Green, and Liquid Flower.</p>
<p style="text-align: center;"><b>Concentrates</b></p> 	<p>Offering concentrates ensures that guests have a variety of consumption methods that suit each person's needs and lifestyle. Product lines that we carry can provide discreet ways to consume cannabis.</p> <p>Concentrates may be consumed by using a vaporizer, a device that is able to extract the therapeutic ingredients in the plant material (cannabinoids) at a much lower temperature than required for burning cannabis. Vaporizers allow customers to inhale the active ingredients as a vapor and spares them the irritating effects of smoking.</p> <p>We will advise customers that the effects can be felt within minutes and wear off within 90 minutes to 4 hours. Customers will be instructed to start with one (1) inhale lasting 3 seconds and wait 20 minutes before repeating. Customers will also be instructed to store vaporizers upright and not lying down.</p>






	<p>Some brands of concentrates we will proudly carry include:</p> <p><b>Leune</b> – female-owned cannabis manufacturing company that makes vape pens and pre-rolls.</p> <p><b>Stiizy</b> – Veteran-owned cannabis manufacturing company that makes vape pens.</p> <p>Other brands include: Raw Garden, Cresco, 3bros, 710 Labs, Pure, CaliGreen Gold, Nasha, Bloom, Buddy's, GreenLine, Green Dragon, Jet Pack, Mychron, Alien Labs, Grand Flora, Rosin, Utopia, Cookies, Runtz, Apex, CBX, Connected, Mintz, Field, King Garden, Tutti, Summit Boys, Golden State Banana, Badfish, Box, Big Sur Extracts, Madrone, Live Rosin, Kazien, Lowell, Heavy Hitters, Surplus, Select, Legion of Bloom, P2, Honey Vapes, Big Chiefs, Skunk Feather, Spliffin, Plug n' Play, Moxie, and Cru.</p>
<p><b>Topicals</b></p> 	<p>Topical cannabis products are applied directly to the skin. They are ideal for assisting guests who are arthritic or have aching injuries. Topicals have an analgesic and anti-inflammatory effect to reduce or eliminate pain. Items carried will be in the form of sprays, lotions, or gels.</p> <p>All topicals can take a few minutes to take effect with 1-2 hours of duration. For topicals that include THC, we will instruct customers to avoid areas of the groin and underarms. We will also advise customers to wash their hands after every use as they could have a psychotropic effect.</p> <p>Some brands of topicals we will proudly carry include:</p>





	<p><b>Liquid Flower</b> - female-owned cannabis manufacturing company that makes topicals and tinctures.</p> <p><b>Mary's Medicinal</b> - female-owned cannabis manufacturing company that makes topicals and tinctures.</p> <p><b>Papa &amp; Barkley</b> - female-owned cannabis manufacturing company that makes topicals and tinctures.</p>
<p><b>Ancillary Items</b></p> 	<p>To further our brand image, we intend to sell apparel and other East of Eden branded items such as Shirts, sweaters, lanyards, and hats. We have found that our customers at our other retail facilities enjoy these non-cannabis items.</p>
<p><b>Seminars and Education Services</b></p>	<p>We host seminars by physicians, researchers, legislators for community members interested in learning more about cannabis' place in the world. Proposition 64 also allowed for expunging previous cannabis offenses, and we will provide community members with access to assistance on properly completing the necessary paperwork.</p>

Attached herein as **Appendix G** are letters of support we have received from our brand partners.

## Prohibited Products

We will **not** sell the following as edible cannabis products:

1. Alcoholic beverages, as defined in *Business and Professions Code §23004*. "Alcoholic beverage" does not include tinctures<sup>12</sup>.
2. Any product containing any non-cannabinoid additive that would increase potency, toxicity, or addictive potential, or that would create an unsafe combination with other psychoactive substances. Prohibited additives include, but are not limited to, nicotine and

<sup>12</sup> Fairfield Municipal Code Section 10E.23.





caffeine. This prohibition will not apply to products containing naturally- occurring caffeine, such as coffee, tea, or chocolate.

3. Any cannabis product that will be held at or below 41°F to keep it safe for human consumption, including, but not limited to, cream or custard-filled pies; pies or pastries which consist in whole or in part of milk or milk products, eggs, or synthetic fillings; or meat-filled pies or pastries. This prohibition will not apply to juices or beverages that need to be held below 41°F if the juice or beverage was processed in accordance with *Title 17 of the California Code of Regulations §40270*;
4. Any low-acid cannabis product with a finished equilibrium pH greater than 4.6 and water activity greater than 0.85, packed in a hermetically sealed container in a reduced oxygen package (e.g. vacuum packed);
5. Any juice that is not shelf-stable or that is not processed in accordance with *Title 17 of the California Code of Regulations §40270*;
6. Dairy products of any kind, as prohibited by *Business and Professions Code §26001(t)*, except that butter purchased from a licensed milk products plant or retail location may be subsequently infused with cannabis and sold as a cannabis product;
7. Meat products other than dried meat products prepared in accordance with *Title 17 of the California Code of Regulations §40272*;
8. Seafood products of any kind;
9. Any product that is manufactured by application of cannabinoid concentrate or extract to commercially available candy or snack food items without further processing of the product;
10. Any cannabis product that could be attractive to children;
11. Any cannabis product that could be easily confused with commercially available foods without cannabis;
12. Any cannabis product in the shape of a human being, either realistic or caricature, animal, insect, or fruit.

## Daily Limits

Our Point of Sale system, Treez, is programed to ensure that we do not sell more than the following amounts to a **recreational (adult-use) cannabis** customer:

1. We will not sell more than 28.5 grams of non-concentrated cannabis in a single day to a single customer;
2. We will not sell more than 8 grams of concentrated cannabis as defined in *Business and Professions Code §26001*, including concentrated cannabis contained in cannabis products, in a single day to a single customer;
3. We will not sell more than six (6) immature cannabis plants, in a single day to a single customer.

Our Point of Sale system, Treez, is further programed to ensure that we do not sell more than the following amounts to a **medicinal-use cannabis** customer:



1. We will not sell more than eight ounces of medicinal cannabis in a single day to a single medicinal cannabis customer;
2. If a valid physician's recommendation contains a different amount than the limits listed in this section, the medicinal cannabis customer may purchase an amount of medicinal cannabis consistent with the patient's needs as recommended by a physician.

## Percentage of Sales of Flower and Manufactured Products

Based upon our five (5) years of retail experience, we expect the following sales:

Product Type	Percentage of Sales
Dried Cannabis Flower – Medical	REDACTED
Dried Cannabis Flower – Recreational	
Edibles – Medical	
Edibles – Recreational	
Tinctures – Medical	
Tinctures – Recreational	
Concentrates – Medical	
Concentrates – Recreational	
Topicals – Medical	
Topicals – Recreational	
Immature Cannabis Plants	
Ancillary Items	

## Delivery Service Procedures

We will be offering delivery services to our customers. Our delivery services team will initially be comprised of a Delivery Manager, a Delivery Employee and three (3) Delivery Drivers.

### Delivery Order Placement

A customer or qualified patient/primary caregiver will place his/her order by signing into his/her own Treez account. Treez will notify East of Eden's staff of an online order. There is an opportunity for new customers to sign up with East of Eden remotely if they have not already done so at the retail facility. To sign up from home, a customer will have to review an agreement and digitally sign the form. The customer will also have to upload his or her ID and, if applicable, doctor recommendation. An East of Eden Delivery Employee will see the new customer sign-up in the Treez application and verify all documents before approving the new sign up.

### Age Verification

East of Eden's Delivery Employee will verify the identity and age of every person that signs up by using an electronic age verification device. The electronic age verification device will be able to



retain a log of all scans that includes the following information: date, time, and age. We will keep this log for a minimum of 180 days. We will use any of the following to verify the customer's identity and age:

1. A document issued by a federal, state, county, or municipal government, or a political subdivision or agency thereof, including, but not limited to, a valid motor vehicle operator's license, that contains the name, date of birth, physical description, and photo of the person;
2. A valid identification card issued to a member of the Armed Forces that includes a date of birth and a photo of the person; or
3. A valid passport issued by the United States or by a foreign government.

If the customer is a medical customer, East of Eden's Delivery Employee will confirm that the doctor recommendation is valid by contacting the issuing physician. The order will not be allowed to be processed if the recommendation is not valid or if the customer is not over the age of 21.

## Order Fulfillment

Once the Delivery Employee confirms that the customer is legally permitted to place the order, the Delivery Employee will confirm that the customer is only receiving the type of product(s) he or she is entitled to (e.g. medical customers are allowed to receive higher dosage products than recreational customers) and that the customer is not exceeding his or her daily limit. Once the Delivery Employee confirm the order is permitted, he or she will fulfill the order by printing the order, collecting the products from the Secure Product Storage area, scanning the products as a fulfilled order in Treez, placing the orders in a bag, processing payment (if applicable), and attaching a receipt to the bag that sets forth the customer's name, address, and the items ordered and contained in the bag. All cannabis and cannabis products will be packaged in an opaque, tamper-evident, child-resistant package which is required to maintain the child-resistant properties appropriate with the intended number of uses of the product. Opaque package means packaging that is constructed or coated in such a manner as to ensure the contents inside are shielded from view. The bag containing the completed order will be set aside in an in-process delivery bin. A task will then be created in the delivery management system with the customer's name, address, order number and phone number. The order information will be added to the delivery summary manifest.

## Loading of Delivery Vehicle

REDACTED

<sup>13</sup> Title 16 California Code of Regulations Section 5418.



REDACTED

### GPS Tracking

REDACTED

The history of all locations traveled to by the Delivery Driver while engaging in delivery will be maintained by the licensee for a minimum of ninety (90) days<sup>14</sup>.

### Delivery

At the point of delivery, the Delivery Driver will request a government issued photo identification showing the customer's full name, and, if appropriate, the valid physician's recommendation and/or *Health and Safety Code Section 11362.71* identification card ("Medical Marijuana Card").

REDACTED

Cannabis will be delivered to individuals who are twenty-one (21) years old or eighteen (18) years old and in possession of a valid physician's recommendation and/or Health and Safety Code

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<sup>14</sup> Title 16 California Code of Regulations Section 5417.



Section 11362.71 identification card ("Medical Marijuana Card"). The delivery driver will not deliver cannabis to an individual (i) who is visibly intoxicated at the time of delivery or (ii) if there is reason to believe the cannabis will be diverted to a person under 21 years of age.

Upon confirmation that the customer is the proper person to whom to deliver the order (i.e. the identification matches the name of the order and the person is of appropriate legal age), the Delivery Driver will request that the customer sign a receipt confirming the delivery was made and provide a copy of the receipt to the customer. Upon receiving the customer's signature and payment (if applicable), the Delivery Driver will provide the customer with his/her order. The receipt will include East of Eden's name and address, the name of the Delivery Driver, name of the Delivery Employee that prepared the order for delivery, the Customer's name, a unique identification number for the customer, date and time the delivery request was made, delivery address, a detailed description of all cannabis goods, total amount paid for the delivery, including any taxes and fees, and the date and time the delivery was made. In the event that the Delivery Driver is unable to complete the delivery, he or she will return to the delivery vehicle and store the order in the secure lockbox in the trunk of the vehicle. REDACTED

## Number of Delivery Vehicles

Initially, we will have three (3) delivery vehicles. None of the delivery vehicles will have any identification or markings relating to cannabis or East of Eden. Each vehicle will be equipped with REDACTED

Time will be set to the Pacific Time Zone and measured in accordance with standards set by the United States National Institute of Standards and Technology. The video recordings from each delivery vehicle recording system will be retained for thirty (30) days. The delivery vehicle video and recording system will be of adequate quality, color rendition, resolution, and position to allow the ready identification of any individual driving the delivery vehicle, approaching the delivery vehicle, or occupying the passenger seat of the delivery vehicle.

## Product Security During Transportation

REDACTED



REDACTED





## SECTION 2. Labor and Local Enterprise Plan

### Hiring Practices

We place a high value on recruiting, hiring, and retaining quality staff. It is our policy to hire locally and all of our current locations have local residents comprising 100% of the store employees. In Fairfield, Michael Zumpano, our Community Outreach Manager and a multi-generational resident of Fairfield, will lead our efforts to ensure that our facility is locally managed and operated. Qualified candidates will be sought through accredited hiring platforms such as Indeed, ZipRecruiter, and local publications. More than just employing people who are from the community, we aim to continue deliberately source our employees from those who have been overlooked. Our specific aim is to hire those who are underprivileged and underemployed. For us, diversity is not just a buzz word. It is a way of thinking, acting, and living. We endeavor to surround ourselves with those who not only add ideas, but also contribute to our culture of inclusivity.

*"The California cannabis industry started out very male-dominated. I am proud of what White Fire has done over the past few years to create space for women to participate and hold leadership roles in the cannabis industry. All of White Fire's managers and most of our employees are women. The environment we have created is a reflection of East of Eden's values." - Stephani Hamilton, General Manager at White Fire*

### Living Wage

In order to make a true economic impact in Fairfield and do right by our employees and their families, it is crucial that we provide our employees with a living wage and benefits. According to the Department of Urban Studies and Planning and the Massachusetts Institute of Technology, the Living Wage ranges from \$13.68 (for an adult with no children) to \$46.27 (for an adult with three children). We provide our employee with a competitive living pay, comprehensive benefits, and family-friendly time off policies to ensure our team is well taken care of. We currently offer a competitive starting rate based on position and the ability to increase after successful completion of the new hire 90-day probationary period and after an annual performance review.

Currently, we start our sales employees at an hourly rate of \$16.00. We provide an additional increase to \$18.00 per hour assuming performance qualifications are met in their position after one (1) year of successful service. In addition, all employees are eligible to receive tips. Based upon our current operations, all of our

#### Living Wage Calculation for Solano County, California

The living wage shown is the hourly rate that an **individual** in a household must earn to support his or herself and their family. The assumption is the sole provider is working full-time (2080 hours per year). The tool provides information for individuals, and households with one or two working adults and zero to three children. In the case of households with two working adults, all values are **per working adult, single or in a family** unless otherwise noted.

The state minimum wage is the same for all individuals, regardless of how many dependents they may have. Data are updated annually, in the first quarter of the new year. State minimum wages are determined based on the posted value of the minimum wage as of January one of the coming year (National Conference of State Legislatures, 2019). The poverty rate reflects a person's gross annual income. We have converted it to an hourly wage for the sake of comparison.

For further detail, please reference the [technical documentation here](#).

	1 ADULT				2 ADULTS (1 WORKING)				2 ADULTS (BOTH WORKING)		
	0 Children	1 Child	2 Children	3 Children	0 Children	1 Child	2 Children	3 Children	0 Children	1 Child	2 Children
Living Wage	\$13.68	\$29.18	\$35.39	\$46.27	\$21.95	\$27.09	\$29.84	\$36.04	\$10.97	\$16.05	\$19.13
Poverty Wage	\$6.00	\$8.13	\$10.25	\$12.38	\$8.13	\$10.25	\$12.38	\$14.50	\$4.06	\$5.13	\$6.19
Minimum Wage	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00

Source: <https://livingwage.mit.edu/counties/06095>





employees receive tips increasing their income approximately \$150.00 per pay period. Employees have seven (7) paid holidays, New Year's Day, President's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, and Christmas Day. Employees required to work on holidays will be paid their regular hourly rate plus a holiday premium pay equal to two times their regular hourly rates, approximately \$32.00 per hour.

*"At White Fire, all of our managers and supervisors are women. Many of the managers are single moms that are now making twice as much as they were making outside of the cannabis industry. The vast majority of our employees are female as well ... It is critical that we make an effort to promote female leadership in an industry that has been traditionally male dominated. You can see that philosophy at work at all of East of Eden's locations." – Darren Dykstra, COO of BAK Festivals, Inc.*

## Employee Benefits

### Health and Wellness Benefits

Our current employees are provided a range of comprehensive healthcare benefit plans to give them and their families the choice to create a unique package to meet their specific needs. We would make the same offering to our Fairfield employees and supplement any plans to suit our team there; this could include adding service providers to ensure coverage is easily accessible and affordable. Employees working thirty (30) or more hours per week are eligible for healthcare benefits. We will offer a variety of coverage options, which will include coverage of employees, their spouse, children, and other eligible dependents. Available plans will include:

- *Medical:* HMO, PPO, and POS available through Anthem Blue Shield.
- *Dental:* Comprehensive coverage provided through Humana.
- *Vision:* Comprehensive coverage provided through Humana.

The Company will cover 40% of the costs of these benefits for the employee and their dependents.

### Life Insurance

Comprehensive coverage provided through Voluntary Life and includes a \$50,000.00 benefit that is 100% paid for by the Company.

### 401k Retirement Plans

We are working diligently to overcome regulatory banking hurdles to setup a retirement contribution option for our employees. We intend to be able to make a 401k offering to our entire company in 2021 with the hopes of doing some level of contribution match. As a company, we aim to be on the leading edge of the industry for compensation, benefits, and time-off for our employees. We believe that if our employees feel secure in their jobs, they will be able to focus on performing at their best. If for any reason one of our policies does not align with local or state





laws (as state cannabis laws and regulations are in chronic flux), we will amend it prior to doing business in Fairfield.

## Worker's Compensation Insurance

We carry worker's compensation insurance.

## Time Off

In addition to the above, we offer the following additional time off and leave benefits:

- **Paid Time Off** – We offer a dynamic set of paid time off policies to assist employees while relaxing from work, recovering from illness, bonding with a new child, or grieving the loss of family member. Our employee benefits guide provides additional information and guidelines on eligibility, criteria and how to use paid time off. All employees are encouraged to use their paid time off when they need it.
  - **Wellness** – Each employee receives twenty-four (24) hours of sick time annually to help employees get well and be at their best. Sick time begins to accrue on the first day of employment and becomes available after ninety (90) days.
  - **Vacation** – Each employee receives forty (40) hours of paid vacation annually to promote rest and relaxation away from work. Vacation time is available after the completion of one (1) year of continuous service. After two (2) years of services, employees receive (80) hours of paid vacation annually. After five (5) years of service, employees receive one-hundred and twenty (120) hours of paid vacation annually.
  - **Holidays** – Employees have seven (7) paid holidays, New Year's Day, President's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, and Christmas Day. Employees required to work on holidays will be paid their regular hourly rate plus a holiday premium pay equal to two times their regular hourly rates, approximately \$32.00 per hour.
  - **Parental** - We believe in quality time with family and a healthy work/life balance. We electively allow four-weeks of paid leave for any employee to care for and bond with a newborn or a newly adopted or newly placed child, which is available after one-year of full-time employment.
  - **Bereavement** - Each employee receives three (3) days (or five (5) days, if traveling) of paid leave to attend the funeral of an immediate relative. This leave is available after ninety (90) days of service.
- **Family Medical Leave** – Family Medical Leave will be available to all employees in accordance with federal law. This benefit allows employees who have satisfied one (1) year or 2,080 hours of employment with the company up to twelve (12) weeks of unpaid time off from work under defined circumstances. This benefit offers job protection and continuation of benefits and may be taken in whole or in part during a 12-month period.





- **Voting** – We recognize that voting is an integral part of being in a community. If an employee is unable to reach their polling place to vote in a national or statewide election during non-working time, they will be allowed to take paid time off at the beginning or end of their shift for this purpose.
- **Volunteer Leave** – East of Eden will provide paid leave to employees of up to five (5) hours monthly for volunteer work. Employees are encouraged to do volunteer work in the local community, such as at Fairfield Community Services Foundation.
- **Jury Duty and Court Appearances** – We support our employees in their civic duty to serve on a jury. Employees must present any summons for jury duty to their supervisor as soon as possible after receiving the notice to allow advance planning for an employee's absence. Non-exempt employees will be paid for up to two (2) weeks of jury duty service at their regular rate of pay minus any compensation received from the court for the period of service. Exempt employees will not incur any reduction in pay for a partial week absence due to jury duty. While on an excused absence for jury duty, all benefits shall remain in effect and the employee will continue to accrue vacation and sick days. Employees may use any accrued time off if required to serve more than two (2) weeks on a jury. If an employee is released from jury duty after four (4) hours or less of service, they must report to work for the remainder of that workday.
- **Military Leave** – We are proud to support our military service members and their families and offer the following leave:
  - **Employee Leave of Absence** – We support the military obligations of all employees and will grant leave for uniformed service in accordance with applicable federal and state laws. Upon return from military leave, employees will be granted the same pay and benefits as if they had worked continuously. All employees who enter military service may accumulate a total absence of five (5) years and still retain employment rights. If an employee is a member of a National Guard or Military Reserve unit, we will give them an unpaid leave of absence for their annual military training (typically two weeks per year). Additionally, we provide paid time off for military service training in compliance with California law.
  - **Civil Air Patrol Leave** – If an employee is a member of the California Civil Air Patrol, they are entitled to time off of ten (10) days per calendar year of unpaid leave to serve when called upon to respond to an emergency and will be reinstated to the same position when their service is complete.
  - **Military Family Leave** – Employees are entitled to up to three (3) days of paid leave and ten (10) days of unpaid leave when their military spouse or registered domestic partner is home on leave from active service in the Armed Forces, National Guard or Reserves. The leave must take place while the military spouse or registered domestic partner is on leave from deployment to an area of "military conflict," defined as a period of war declared by Congress or authorized under the federal Armed Forces Code.
- **Victims of Domestic Violence, Sexual Assault, Stalking and Other Crimes** – If an employee is the victim of domestic violence, sexual assault, stalking or other violent crimes, they are entitled to reasonable time off without pay to obtain legal relief, such as a temporary restraining order or other injunctive relief for their protection or for their child's





protection. The employee is also entitled to reasonable paid time off if the victim is their spouse, child, stepchild, sibling, step-sibling, parent, step-parent or registered domestic partner. If these situations arise, we will work with employees to determine whether there are any reasonable accommodations that would enable them to perform their job duties without causing undue hardship. The employee is also entitled to time off without pay to seek medical attention, to obtain assistance or services from a domestic violence shelter, program or rape crisis center, to obtain psychological counseling or to take other steps to ensure their safety and well-being.

## Non-Discrimination

Unlawful discrimination has no place at East of Eden. We do not discriminate on the basis of race, color, national or ethnic origin, ancestry, age, religion or religious creed, disability or handicap, sex or gender (including pregnancy, sexual harassment and other sexual misconduct including acts of sexual violence such as rape, sexual assault, sexual exploitation and coercion), gender identity and/or expression (including a transgender identity), sexual orientation, military or veteran status, genetic information, or any other characteristic protected under applicable federal, state or local law. Retaliation is also prohibited. We will comply with state and federal laws such as Title IX, Title VI and Title VII of the Civil Rights Act, the Americans with Disabilities Act, Section 503 and 504 of the Rehabilitation Act of 1973, the Age Discrimination in Employment Act, the Vietnam Era Veterans Readjustment and Rights Act, Executive Order 11246 and other similar laws that prohibit discrimination, all as amended. We are an equal employment opportunity/ affirmative action employer. Any employee has the right to raise concerns or make a complaint regarding discrimination under this policy without fear of retaliation. More detailed policies and procedures on this topic will be set forth in our Employee Handbook.

*"East of Eden is a place that embraces all cultures and backgrounds. I am free to express my indigenous culture here, my 'Mexican' side, which is personally very important to me ... Also, most of the managers at the company are women. Women are given both the opportunity to excel here and the ability to prioritize their families, which is something I never thought I'd have." - Letty Garcia, Assistant General Manager at East of Eden in Moss Landing*

## Employee Assistance Program

All employees and their families have access to our Employee Assistance Program. We recognize that life can present a wide range of challenges such as financial or legal difficulty, marital or family stress, and substance abuse. We believe it is in the best interest of our employees to provide an effective program to assist employees and their families in resolving problems as the need arises. To this end, we provide access to a network of highly qualified licensed professionals advisors who are able to provide assistance on a wide range of issues, including:

- Immediate, toll-free, 24-hour access to private and confidential professional counseling
- Direct referral to community resources like Social Security, Medicare, Hospice, 12-Step programs
- Customer Credit Counseling and other financial resources





- Access to legal and financial professionals
- Online training and resources to help our employees grow personally and professionally
- Discounts to a wide range of national and local retailers

## Ownership and Management Opportunities

It is our intention to ensure that our trusted employees, including those from communities disproportionately impacted by the Drug War or who have struggled economically, have access to advancement within our company. It is our policy to promote from within and to meet diversity goals for management level positions. We also have designed an equity-vesting program to allow managers and key staff access to ownership, as such opportunities become available under both Fairfield and California law. As laws continue to develop regarding ownership requirements and disclosures, we intend to incentivize our employees through vesting equity or the use of an Employee Stock Ownership Plan (ESOP), an employee-owner program that provides a company's workforce with an ownership interest in the company.

*"I am a lesbian, I am Hispanic, I am a veteran. The fact that the door was opened for me at East of Eden says a lot about the company. I feel that my vision is very much aligned with Mike and the rest of the founders, and that there will be doors opening for me in the company in the future. I've been embraced in a way that is very welcoming and to me, that makes it feel like more than a job." - Yesenia Angelino, Assistant Manager of East of Eden in Salinas*

## Opportunities for Continuing Education and Employee Training

### Continuing Education

We believe that you should never stop learning which is why we encourage all employees to take courses that they believe will add value to their career, their personal growth and their lives. We want to invest in our employees' future and career through learning and development. We have a program for Retail Management using LinkedIn Learning, a professional development program. Participating in these learning and development programs will set our employees up for success and put them on the path to future opportunities.

### Employee Training

One of East of Eden's missions is to be an industry leader in employee training. Without a skilled and knowledgeable staff, our product diversity and Customer-Centered Care approach would be of little benefit to most customers. East of Eden has a reputation for providing the most knowledgeable Customer Care Consultants in Monterey County.

We believe that prioritizing education will build successful employees, which in turn will help us build a successful business. A crucial feature of our strategy is the extensive training that our staff will undergo to be able to advise customers on such things as the specific effects and side





*“What I appreciate about East of Eden is how intentional it is about promoting women. In one year in the cannabis industry, you learn as much as people do in five or ten years in other industries. The fact that this company is enabling women to quickly climb the ladder and develop skills that can be applied in any field is something I am very proud of.” - Joanna Martinez*

effects of various strains or delivery methods, their benefits for specific conditions, and their interactions with other medications, as well as with drugs and alcohol. Providing customers with types of information they cannot obtain in traditional health care settings conforms with our general strategy of offering something that does not replace traditional health care but complements it by providing something critically lacking in it. The need for competent care is

particularly evident in the case of medical cannabis because physicians typically only recommend that the customer use it, without specifying what to use, the different types of product available, what type of strain to try, and/or what type of delivery method to try. As a result, some customers face an information deficit that we must fill through educating them. East of Eden has an established two-week training program that has been used to train over 300 employees to-date. Our training program was developed internally with input from, among others, our General Managers, Assistant Managers, Security Personnel, Human Resources Department, and Compliance attorney. Our training program includes product knowledge and understanding with training sessions from brand representatives. For East of Eden Fairfield, we have adapted our core operating manual and training materials to conform to *Division 10 of the California Business and Professions Code, Title 3 Division 8, Title 16 Division 42 and Title 17 Division 1 of the California Code of Regulations*, and the *Fairfield Municipal Code*. Additionally, we have developed a robust internal training program that combines on-the-job training and regular staff education sessions. It has been used to train over 300 of our employees to-date. Each employee’s coursework is customized for the regulatory framework in which his or her store operates and for his or her specific role within that store.

To ensure a high quality of service for patients, reduce the chance of diversion, and provide a clear system for daily operations, all staff are trained on, and must demonstrate competence in subjects, including but not limited to:

- Customer intake, registration and verification procedures
- Confidentiality and HIPAA compliance
- Maintenance of accurate entry/exit logs
- Use of Treez software to manage and track inventory, sales data, and tax reporting which fully integrates with the Metrc system
- Daily sales limits
- Packaging and labeling requirements to ensure that all cannabis sold is compliant
- Visitor policies and procedures

Additionally, all of our General Managers, Assistant General Managers, and Customer Care Consultants are required to maintain up-to-date knowledge of all relevant local and state laws and regulations and the appropriate uses of medical cannabis to treat certain ailments while being careful not to offer medical advice or to make medical claims as to any products. To give our staff the required knowledge to provide the information customers need to make informed





decisions about their cannabis options, employees have access to vendor educational videos, management training courses, external sales trainings, and regular “Educator Presentations”.

## On the Job Training

When each of our employees joins the team, they will spend two (2) weeks doing each of the following jobs in our facility: Receptionist, Inventory Employee, Customer Care Consultant and Sales Associate so that they fully understand how the facility operates as a cohesive unit. Each of our retail locations has an

*“East of Eden recognizes talent and creates opportunity for talented people, whoever they are. I identify as LGBTQ and have never felt uncomfortable at work, ever. Mike is laser focused on creating opportunities for all people who work hard, and I think many of us have gotten to where we are today because of the interest he took in us. The cannabis industry as a whole has been moved forward by this philosophy that East of Eden has adopted.” - Tati Ortiz, Assistant General Manager at White Fire*

Assistant Manager designated as the store’s dedicated trainer. The Assistant Manager will be responsible for managing the training of all new employees including through on-the-job training (scheduling the new employee’s shift in the various roles), educational videos, and management training courses. Additionally, all East of Eden retail locations have monthly “all-hands” meetings where new products are presented, and updated training materials are provided.

## Locally Managed Enterprise

East of Eden is partnering with long-time Fairfield resident and cannabis executive Michael Zumpano to operationalize and manage its cannabis retail business in Fairfield. While East of Eden brings deep experience operationalizing successful, compliant, high volume retail cannabis stores in the Bay Area, Michael has an unparalleled level of connection to the Fairfield community, and understanding of its values and priorities. Michael developed the vision for the Community Relations Plan contained herein, which East of Eden sees as central to its ultimate goal of creating a Fairfield cannabis business with an unmatched “community focus”. The breadth of Michael’s responsibilities in the business will be significant, from assembling the team that will manage the store to overseeing the robust community outreach effort that East of Eden believes will become the most distinctive characteristic of the business.

Michael Zumpano has been a Fairfield resident since 1957. His roots in Fairfield go back several generations. His maternal grandfather, Rex Clift, was Fairfield’s first Chief of Police, serving in that role from 1942 until his death in 1958. His paternal grandfather, Filbert Zumpano, owned Phil Men’s Shop at 832 Texas Street, for decades one of the most well-known small businesses in the City. Michael’s uncle, Max Rossi, was for decades an influential community activist in Fairfield, a key force in forming the Solano Community Foundation, regarded as one of the most impactful community organizations in the Bay Area. Through his personal network in Solano County, Michael will be primarily responsible for building a skilled team of individuals from the Fairfield community including a General Manager, Assistant General Managers, Receptionist, Customer Care Consultants, Sales Associates, Security Personnel, Inventory Manager, Inventory Employees, Delivery Manager and Delivery Drivers. These persons will oversee the day-to-day operations of





East of Eden. Ensuring that local residents benefit the most from the economic opportunities created by East of Eden and that the leadership of the retail store is drawn directly from the community will be one of Michael's core responsibilities. Michael will liaise directly with the Solano County Workforce Development Board to ensure that the company is a force for economic empowerment in local Solano County communities that would benefit most.

Michael will also serve as the Community Outreach Manager of East of Eden. He has already identified causes and institutions that have long been important to the citizens of Fairfield and Solano County, which East of Eden will support. Michael will be directly responsible for interfacing on the company's behalf with each of the organizations identified in the Community Relations Plan: the Solano County Foundation, Fairfield Community Services Foundation, Main Street Partnership, Fairfield-Suisun Chamber of Commerce, Solano Hispanic Chamber of Commerce, Solano Youth Commission, the Fighting Back Partnership, the Solano ATOD Prevention Collaborative and the Vacaville AWARE Coalition. Ultimately, Michael will be the one responsible for ensuring that East of Eden maintains the track record it has established of empowering local communities in Monterey County through its retail cannabis businesses. Through this partnership, the company believes it is best equipped to create a cannabis company in Fairfield with a unique and authentic "community focus".

## **Number of Employees, Title/Position, and Expected Responsibilities**

Our Fairfield retail location will require the following positions, filled by individuals directly employed by East of Eden: General Manager, Assistant General Managers, Receptionist, Customer Care Consultants, Sales Associates, Security Personnel, Inventory Manager, Inventory Employees, Delivery Manager and Delivery Drivers.

We anticipate that we will need a minimum of twenty-five (25) employees to conduct daily operations upon opening, and that there will be a minimum of ten (10) employees on-site during operational hours.

### **General Manager**

Our Fairfield operation will have a minimum of one General Manager and two Assistant General Managers. At least one of these Managers is always on site during operating hours. Responsibilities of the General Manager include managing the day-to-day operations including all administrative tasks involved with running the store. The General Manager is responsible for measuring sales and sales improvement of the team. This role is responsible for establishing and maintaining customer services, oversees and is accountable for the operation of a store ensuring maximum sales and profitability through merchandise, inventory, expense control, collaborating with human resources and managing operating costs. The General Manager also provides support for all store employees, including schedules, training, policy and procedure updates, industry news, and product information. The General Manager will also be responsible for





interfacing with city officials, law enforcement, state regulators, and any media or community inquiries.

### **Assistant General Managers**

Assistant General Managers are responsible for assisting the General Manager in interfacing with employees, consulting with customers and managing the day-to-day operations of the store. The Assistant General Manager oversees all activities related to the operation of the store to include patient identification and registration, record retention, product tracking and inventory control as directed by the General Manager.

### **Receptionist**

The Receptionist's primary responsibility is maintaining and providing a safe environment as guests enter and exit the store. A key aspect of the Receptionist's role is that he or she must be continuously aware of what is happening in the Lobby. The Receptionist is responsible for verifying the customer's age and signing in medical customers. The Receptionist is responsible for maintaining the Visitor Log and ensuring that all visitors sign in, are provided a Visitor Badge, sign out, and return their Visitor Badge at the conclusion of their visit.

### **Customer Care Consultants**

Our Customer Care Consultants will interact with customers on our sales floor. They are specially trained to help all customers find products they are looking for. The primary responsibility of the Customer Care Consultants is to provide excellent customer service, provide consultative cannabis services, and create a safe, professional environment where all customers feel welcome and comfortable. The key to achieving this is to have well-educated and personable Customer Care Consultants. In addition to assisting guests, East of Eden Customer Care Consultants are also responsible for opening duties such as turning on the Point of Sale systems, stocking cash drawers, checking retail floor inventory supply levels, cleaning and sanitizing the retail floor area, and setting up display areas. Customer Care Consultants will be highly trained and knowledgeable about all products, health impacts, and responsible consumption. Customer Care Consultants will be able to provide customer education about cannabis, effects, risks, and benefits. Customer Care Consultants will also be familiar with security requirements and other compliance standards. They will play a key role in monitoring customer activity, facilitating the flow of customers and eliminating any nuisance or loitering issues to management or the security staff. Customer Care Consultants will also be responsible for making sure that cannabis goods are not visible from outside the premise. Customer Care Consultants will also receive training regarding policies for customer inspection of cannabis goods (e.g. that products may be removed from their packaging and placed in containers for customer inspection, but only with the assistance of a Customer Care Consultants, who must remain with the customer at all times during inspection).



## Sales Associates

Sales Associates are located behind the Point of Sale counters. Sales Associates assist customers with checking out their purchases. Sales Associates are also responsible for confirming the customer's age and verifying a customer's medical recommendation documentation, if applicable. Sales Associates are also responsible for processing returns. Sales Associates are also responsible for confirming that customers do not exceed their daily limits. At the end of the business day, after the last guest has left the store, the Sales Associates will count registers and inventory, reconcile inventory numbers in Treez, and return remaining product inventory to the Secure Product Storage area.

## Security Personnel

East of Eden is committed to providing a secure retail experience for the safety of our employees, guests and the community. Uniformed licensed security personnel that are approved by the City of Fairfield and possessing a valid Department of Consumer Affairs "Security Guard Card" will be on site to ensure lawful activity on the premises. They will prevent cannabis consumption on-site, monitor the premises to reduce loitering, and discourage any unlawful behavior. Security Personnel will be on site 24 hours a day<sup>15</sup>. Security Personnel are the first point of contact for customers at our retail locations. This position involves responsibilities including answering questions, checking identification, and ensuring that there is a smooth flow of guests into and out of the facility. This position requires a thorough understanding of California State laws and the Fairfield Municipal Code to best fulfill these responsibilities. Security Personnel will be trained in evaluating acceptable forms of identification and ensuring that only qualified customers are granted access to the secure Lobby. Security Personnel are primarily responsible for maintaining and providing a safe environment as customers move through the retail store. A key aspect of the Security Personnel's role is that they must be aware of what is happening throughout the facility. If a customer is causing a disturbance, the Security Personnel will remotely alert the General Manager or Assistant General Manager on duty so that Manager can assume the Security Personnel's duties as to the front door while the Security Personnel addresses the disturbance. This will ensure that the entrance is always staffed and secure.

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In the event an incident arises, then the Security Personnel will prepare an incident report form for each incident, which will be saved in our records.

## Inventory Manager

The Inventory Manager will receive shipments, safely store product and assist with quality assurance. The Inventory Manager's day-to-day activities will involve (1) monitoring & analyzing inventory levels, (2) Metrc compliance, (3) administrating order, invoice, and collection flow, (4)

<sup>15</sup> Fairfield Municipal Code Section 10E.22(a)(10).





scheduling production based on counts, bases, and forecasts, (5) optimizing production efficiency with process improvements and new equipment, (6) managing Inventory Employee(s), and overseeing the destruction and disposal of cannabis waste. This Inventory Manager will oversee product integrity by maintaining an accurate record of inventory, including descriptions, measurements, date and time of receipt, expiration date, name and license number of distributor and price paid for the goods. A key responsibility will include daily inventory reconciliation, which includes monitoring and reporting discrepancies in inventory. The Inventory Manager will also be responsible for creating shipping manifests upon receipt of goods for transport, storage or inventory, as well as recording discrepancies in the shipping manifest and type or quantity of product received. The Inventory Manager will immediately notify the Bureau of Cannabis Control and the Fairfield Police Department of any identification of theft, diversion, loss, or significant discrepancies between the inventory and records. All cannabis goods received for transport, sale or delivery will be packaged as they will be sold at final sale.

### **Inventory Employees**

The Inventory Employees will assist the Inventory Manager in maintaining the inventory and ensuring that all inventory is properly stored so as to avoid deterioration. The Inventory Employees will assist the Inventory Manager all tasks.

### **Delivery Manager**

The Delivery Manager is responsible for maintaining the delivery vehicles and ensuring that they are safe. The Delivery Manager is responsible for determining staffing requirements; interviewing, hiring and training new Delivery Drivers, ensuring that delivery orders are being properly and timely processed.

### **Delivery Employees**

The Delivery Employees will be responsible for processing delivery orders.

### **Delivery Drivers**

The Delivery Drivers will be responsible for physically delivering cannabis and cannabis products from our retail store directly to customers.





## SECTION 3. Neighborhood Compatibility Plan

East of Eden's proposed retail location in Fairfield, which is in full compliance with zoning requirements, was carefully selected to maximize service to Fairfield customers, while enhancing the neighborhood in which it is located. Beyond the aesthetic benefits our facility will provide, East of Eden will employ comprehensive methods to prevent any negative impact to adjacent uses. We will actively encourage our neighbors to reach out to our designated Neighborhood Liaison should any issues, however minor, might arise. We intend to be engaged, proactive, and valued members of the Fairfield community.

### Proactively Address and Respond to Complaints

As part of our commitment to the City of Fairfield and our obligation to our neighbors, East of Eden will take any and all steps necessary to minimize and mitigate any nuisance or other negative impact on the community surrounding our retail location. Our security personnel will conduct courtesy patrols of the neighborhood immediately surrounding our facility. At our other retail locations, this has led to an overall reduction in incidents involving law enforcement in the local neighborhood by discouraging criminal activity. Our General Manager will work closely with Michael Zumpano, our Community Outreach Manager, to implement a Neighbor Outreach Program so that neighbors know who to contact if they have an issue with any odors, noise or other nuisances from our store. Their contact information will be provided to residences and businesses within 300' of our Fairfield location and will also be posted on our website. We will do everything possible to correct any safety concerns or other objectionable conditions in our vicinity, including the parking areas, sidewalks, and other publicly accessible areas surrounding our facility. Our neighbors will be encouraged to call the Community Outreach Manager or the General Manager to report and discuss potential solutions to any problems in the neighborhood.

### Avoid Becoming a Nuisance

Though we will be available to our neighbors to address any nuisance complaints, it is our practice to avoid becoming a nuisance in the first place. To that point, East of Eden will not conduct operations in a manner that creates or results in a public nuisance on the premises and location or within three hundred feet of the premises and location. We will actively try to avoid being a nuisance. Activities that will not be tolerated on the property include, but are not limited to:

1. Smoking tobacco within twenty feet of the main entrance of any buildings;
2. Disturbance of the peace;
3. Illegal drug activity;
4. Public drunkenness;
5. Drinking in public;
6. Gambling;
7. Prostitution;
8. Sale of stolen goods;
9. Public urination;





10. Theft;
11. Assault;
12. Battery;
13. Acts of vandalism;
14. Generating excessive noise;
15. Consuming alcohol or cannabis;
16. Loitering; or
17. Littering

Security staff members will perform a courtesy patrol of the area around our facility regularly throughout the day and, if our security staff observes an individual on our property engaging in such activities, or otherwise behaving in a manner that could reasonably be considered disruptive to our neighborhood, that individual will be asked to leave and, if necessary, the Fairfield Police Department will be contacted. With appropriate authorization, our security staff may enforce the same policy on our neighbors' properties as well. These patrols will also be tasked with picking up any litter or debris, logging any graffiti for removal within twenty-four hours, and reporting any unlawful or suspicious activities to the authorities. A community concern that often arises around a carelessly managed cannabis retail operation is the risk of individuals rummaging through the operation's trash containers, hoping to find discarded cannabis or cannabis products, and leaving trash and debris scattered around the area. East of Eden discourages these activities by:

1. Storing all trash in an enclosed, illuminated area under twenty-four hour video surveillance
2. Never discarding cannabis or cannabis products in our regular, publicly accessible trash containers
3. Using transparent trash bags, so the contents of the bags, and the absence of cannabis, is visually apparent
4. Signage posted around our trash storage area indicating that the trash containers do not contain any cannabis or cannabis products, and stating the area is under video surveillance.

## Odor Mitigation Practices

East of Eden is committed to being a good neighbor and environmental steward and will implement an appropriate odor management and ventilation program for our proposed retail operation. All of East of Eden's existing retail operations use the same odor mitigation and ventilation systems and have been extremely effective. In fact, we have never received an odor complaint!

## Potential Sources of Odor

As this location will only sell pre-packaged cannabis goods ready for final retail sale, we do not expect this facility to produce any detectable odor, as we will not be cultivating or manufacturing





any cannabis products. The odor management and mitigation strategies described here are consistent with and based on industry-specific best practices and control technologies and compliant with all applicable state and local laws and regulations, including regulations promulgated by the Bureau of Cannabis Control. All records pertaining to odor management will be maintained at the facility and made available to the City upon request.

## Odor Control Devices and Techniques

East of Eden's plans for odor mitigation will utilize a combination of odor mitigation equipment, monitoring, and regular maintenance to prevent any potential cannabis odor arising from East of Eden's facility from disturbing surrounding neighbors. The facility will be properly ventilated, and the exhaust air will be filtered through activated carbon to neutralize the odor from cannabis. Additionally, our HVAC system will create negative air pressure between the interior and exterior of the facility. Taken together, these measures will ensure that cannabis odor cannot be detected at the exterior of the facility or on any adjoining property. The facility will also be equipped with an inline charcoal exhaust system in every space that contains products, including storage spaces. The inline charcoal exhaust system will force air circulating within the HVAC system through an activated carbon filter. Carbon filtration is widely regarded as the industry-specific best control technology for odor mitigation in cannabis facilities. These filters contain activated carbon which, through the process of absorption, traps impurities and odor particles in microscopic carbon pores. Only filters with the capacity to remove 99% of odor will be used. Activated carbon filters will be placed at all air exhaust points from the facility, ensuring that odor particles are removed from the air before discharge into the external atmosphere. This includes exhaust points for air circulated in non-cannabis spaces as well. Carbon-filtered air will leave the facility through an exhaust fan located on the roof of the facility. Exhaust vents on rooftops will direct exhaust away from residential uses or zones. The number of carbon filters in the facility will be determined by calculations based on the square footage of the spaces requiring odor mitigation and the anticipated degree of odor. The type and scale of operations East of Eden is proposing are unlikely to create odor issues for the surrounding community.

East of Eden is confident that the odor mitigation technologies described here are more than adequate for the proposed operations. In addition to activated carbon filters, East of Eden will utilize an HVAC system that is capable of creating imbalanced air pressure between the interior and exterior of the facility. More specifically, the HVAC system will utilize negative air pressure to prevent cannabis odors from escaping the facility except through the carbon filtration system. Negative air pressure is created when the HVAC system mechanically expels more air from an area than is naturally supplied into the area. This pressure differential results in negative air flows that cause air to be drawn into the area. Negative air pressure has widespread commercial applications in a range of industries and is a proven means of controlling air flow to manage odors, particulates, and airborne contaminants. In this instance, East of Eden's HVAC system will create a negative air flow between the exterior and interior of the facility. This pressure will be created by artificially expelling from the facility air that has been thoroughly scrubbed by the activated carbon air filtration system. Once negative air pressure is achieved, air will flow into





the facility instead of out. This will mitigate the escape of odors through entry and exit ways, windows, vents, etc. and will make cannabis odor undetectable from outside the facility.

## Proposed System Maintenance

Regular maintenance will include changing the air filters on a regular basis, but at least every month.

## Waste Management Plan

As a retail facility, East of Eden will not generate any industrial waste, or waste of any kind, other than the incidental waste one would expect from a comparably size retail storefront of any kinds. The only cannabis waste that we may generate will be as to returned or recalled cannabis goods which will be properly disposed of.

### Cannabis Waste Defined

*Title 16 of the California Code of Regulations Section 5000(g)* defines cannabis waste as “waste that contains cannabis and that has been made unusable and unrecognizable in the manner.”

### Person in Charge of Waste Management

The Inventory Manager will be the designated waste coordinator to oversee and manage the accumulation and proper disposal of non-hazardous cannabis waste.

### Waste Accumulation and Storage Pending Disposal

Cannabis waste will be stored, managed, and disposed of in accordance with all applicable waste management laws, including, but not limited to, *Division 30 of the Public Resources Code*. Cannabis goods intended for disposal will remain on the licensed premises until rendered into cannabis waste. In our Secure Product Storage area we have designated the area in which cannabis waste will be held pending disposal. We will ensure that access to the cannabis goods is restricted to our employees and storage of the cannabis goods allocated for disposal will be stored separate and distinct from other cannabis goods.

### Cannabis Waste Rendered Unusable Prior to Disposal

Pursuant to *Title 16 of the California Code of Regulations Section 5054(d)*, to be rendered as cannabis waste for proper disposal, including disposal as defined under *Public Resources Code Section 40192*, cannabis goods will first be destroyed on the licensed premises. This includes, at a minimum, removing or separating the cannabis goods from any packaging or container and rendering it unrecognizable and unusable. After removing/separating the cannabis goods from the packaging, the cannabis waste itself will be mixed with a non-consumable medium, including





but not limited to one or more of those listed below, so that the resulting mixture is at least fifty percent (50%) non-cannabis waste:

1. Paper waste;
2. Plastic waste;
3. Cardboard waste;
4. Food waste;
5. Grease or other compostable oil waste;
6. Bokashi or other compost activators;
7. Soil; and/or
8. Other medium approved by the Chief of Police that will render cannabis waste unusable and unrecognizable.

### **Storage of Cannabis Waste Awaiting Retrieval by Waste Hauler**

After it has been rendered unrecognizable and unusable, the cannabis waste will be secured in the Secure Trash Enclosure area set forth on the Site Plan submitted herewith. The Secure Trash Enclosure area is restricted to our employees our contracted waste hauler. Except when waste is being added, the Secure Trash Enclosure area will be closed and secured.

### **Procedure for Disposing of Cannabis Waste**

We will not sell cannabis waste. We will comply with all applicable waste management laws including, but not limited to, *Division 30 of the Public Resources Code*.

### **Reporting of Waste Disposal**

We participate in the Metrc (Track and Trace) system. The Inventory Manager will report all cannabis waste activities, up to and including disposal, into Metrc. We will keep a detailed record of the amount of cannabis waste rendered unusable along with the final destination of all cannabis waste. We will be using a waste hauler permitted or licensed by a local agency for our waste hauling services. We will call the professional waste hauler when there is sufficient waste for them to collect. We will obtain documentation from the professional waste hauler that indicates the date and time of each collection of cannabis waste at the licensed premises. We will obtain a copy of the certified weight ticket or other documentation prepared by the professional waste hauler confirming receipt of the cannabis waste at one, or more, of the following solid waste facilities: (1) A manned, fully permitted solid waste landfill or transformation facility; (2) A manned, fully permitted composting facility or manned composting operation; (3) A manned, fully permitted in-vessel digestion facility or manned in-vessel digestion operation; (4) A manned, fully permitted transfer/processing facility or manned transfer/processing operation; or (5) A manned, fully permitted chip and grind facility or manned chip and grind operation.





## SECTION 4. Safety Plan

Our Safety Plan was professionally prepared by John P. Stoppi Jr., PE, FPE Architectural, Mechanical, & Fire Protection Engineer. Mr. Stoppi is a licensed Engineer in AZ (ME), AR, CA (FP), CA (ME), CO, CT, DC, FL, GA, HI (ME), IN, KY, ME, MD, MI, MT, NV (FP), NV (ME), NJ, NY, NC, OH, OK, OR, PA, VA, & WA. Mr. Stoppi's Safety Plan is submitted herewith.



# East of Eden Dispensary Safety Narrative

## Section 4 - SAFETY PLAN

### **4.1 The Safety Plan should consider all possible fire, medical, and hazardous situations, and shall be prepared and/or assessed by a professional fire prevention and suppression consultant.**

The safety plan was prepared by Mr. John P. Stoppi Jr., FPE, CFI, who is a licensed fire protection engineer in the State of CA (FP1919) and also a Certified Fire Inspector III with The Pro Board. Mr. Stoppi also has significant training in environmental, health, and safety and has experience as a senior engineer in the EHS department of a major engineering company.

**Figure 1: Licensed Fire Protection Engineer Stamp in CA**



The basic requirements for building and fire safety were implemented per the 2019 California Building Code and the 2019 California Fire Code, referred to as the CBC and CFC, respectively.

The primary fire hazard in a mercantile building is the fire load of the products being sold. With products being laid out in various configurations, the fire hazard is moderate. This building is equipped with a fire sprinkler system. The fire sprinkler system will be designed as an Ordinary Hazard, Group 2, sprinkler hazard occupancy. Such a design would ensure that any potential fires are suppressed, which would ensure occupant safety during egress and first responder safety.



# East of Eden Dispensary Safety Narrative

The dispensary is not required by code to have a fire alarm system. However, one will be installed. This fire alarm system will monitor the sprinkler system. Upon sprinkler system activation, a general fire evacuation alarm will be engaged, which will instruct the occupants to exit the building. Manual pull stations will be provided at the back of house exit, even though they are not required because there is a sprinkler system present. Manual pull stations will not be provided (they are not required) within the retail area, to prevent from tampering and security potentially being compromised.

Full smoke detection will be installed in the building as an enhancement to fire safety, as fire sprinklers only serve as heat detectors for fire alarm purposes. The layout of the fire alarm system has been provided in the attached schematic. The smoke detectors will either be combination CO/smoke detectors or separate CO detectors will be installed to detect carbon monoxide.

A code compliant egress scheme has been developed. Emergency exit and illumination has been designed to accommodate the facility and its egress scheme. Tactile exit signs have been provided to meet accessible egress code provisions; all exits are accessible. These features can be seen in the fire and life safety diagram.

General provisions for hazardous materials (SDSs), medical safety and training, personal protective equipment, fire responder notification, and incident and accident reporting have been considered and given.

No gases or chemicals are to be used at this facility for testing or other purposes. The back of the building receives truck deliveries. For this reason, carbon monoxide detection has been proposed for the building.

## 4.1.1 Describe accident and incident reporting procedures

### **Incident & Accident Reporting**

Per OSHA requirements, the facility will report:

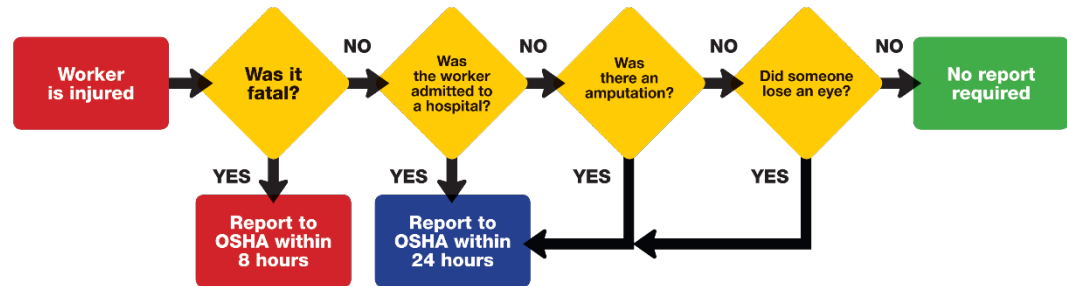
- All work-related fatalities within eight hours
- All work-related in-patient hospitalizations of one or more employees within 24 hours
- All work-related amputations within 24 hours
- All work-related losses of an eye within 24 hours



# East of Eden Dispensary Safety Narrative

All fatality reporting will be within 8 hours of finding out about it. For the balance, reporting shall be within 24 hours of learning about it. Employers will report to OSHA by telephone or online. Please see Figure 2 below for a flowchart of OSHA reporting requirements.

Figure 2: OSHA Reporting Requirements Flowchart



#### HOW DO I REPORT?

1. Call 1-800-321-OSHA (6742) or
2. Call your nearest area office during normal business hours or
3. Report online at: [www.osha.gov/report\\_online](http://www.osha.gov/report_online)

## 4.1.2 Describe evacuation routes

### Egress

Three exits have been provided for the building. Normal access from the retail section of the building to the back of house business operations is inhibited, but a door is provided to the back of house area—this door may be adapted as an additional exit, but it is not required. Occupants can egress through this back of house door exit, through the front door, or through the emergency exit door in the retail area. Full exit signage from the retail area to the two exits from the retail area have been provided and can be seen in the integrated safety diagram. Only one exit from the business area is necessary because the 75 foot travel distance limitation was not exceeded. The back of house business area occupants may exit through the retail front door or through the emergency exit by traversing through the retail area.

Exit access and exit separation distance have been met per CBC Section 1007.1.1, Exception 2. The building is fully sprinklered, so exits must be separated by at least 1/3 of the diagonal of the area from which they are egressing. This has been illustrated for the retail area and for the entire building in the integrated safety diagram.



# East of Eden Dispensary Safety Narrative

Emergency egress lighting throughout the building and at the exit discharge (outside) is proposed per the integrated safety diagram. These fixtures will provide adequate illumination, in the event of a power failure, for occupants to exit the building.

Emergency lights are not to be confused with illuminated exit signs. Illuminated exit signs may also contain emergency lights, but an illuminated exit sign does not always have this feature. Figures 3 and 4 depict emergency lighting and an illuminated exit sign with integral emergency lighting.

**Figure 3: Emergency Lighting Fixture**



**Figure 4: Illuminated Exit Sign with Integral Emergency Lighting**





# East of Eden Dispensary Safety Narrative

## 4.1.3 Location of fire extinguishers and other fire suppression equipment

### Fire Extinguishers

Multi-purpose dry chemical fire extinguishers, 2A:10:BC, have been proposed throughout the building. The sizing and spacing of the fire extinguishers was based on Table 906.3(1) of the CBC, ordinary hazard occupancy. The maximum travel distances to fire extinguishers are less than 75 feet. The placement of fire extinguishers is shown on the fire and life safety diagram in the following locations:

- Adjacent to the main customer exit
- At the end of the POS counter
- Within the secure product storage area
- Within the Shipment Unloading and Inventory Intake

These fire extinguishers are similar to the small fire extinguishers that are used in homes and other, low hazard commercial buildings. Such extinguishers are either recessed into a wall for mounting, or are directly mounted on to the wall with a bracket.

### Fire Suppression

An approved automatic fire sprinkler system designed to Ordinary Hazard Group 2 will be installed in the dispensary. The hazard classification is adequate to protect the hazard. During a fire event, it is anticipated that only one or two fire sprinklers will be needed to suppress the hazard. The fire sprinkler system is supplementary and is not required by the CBC.

## 4.1.4 Describe procedures and training for all fire and medical emergencies

Three automated external defibrillators (AEDs) and first aid kits will be installed. They will be in the retail area on the north wall and in the break room. All staff will be trained on the proper usage and maintenance of the AEDs as part of employee onboarding. AEDs shall be FDA approved. If any customer or staff member shows signs of atrial fibrillation, the AED will be utilized until first responders arrive on the scene. Emergency responders will be notified as soon as possible by store management, security, or store personnel.

All staff will be CPR trained and certified as part of their employee training as well as trained in how to use a basic first aid kit. Any person who is unconscious, without detectable signs of respiration or a pulse, will have CPR conducted on them until first responders arrive to the facility. Emergency responders will be notified as soon as possible by store management, security, or store personnel.

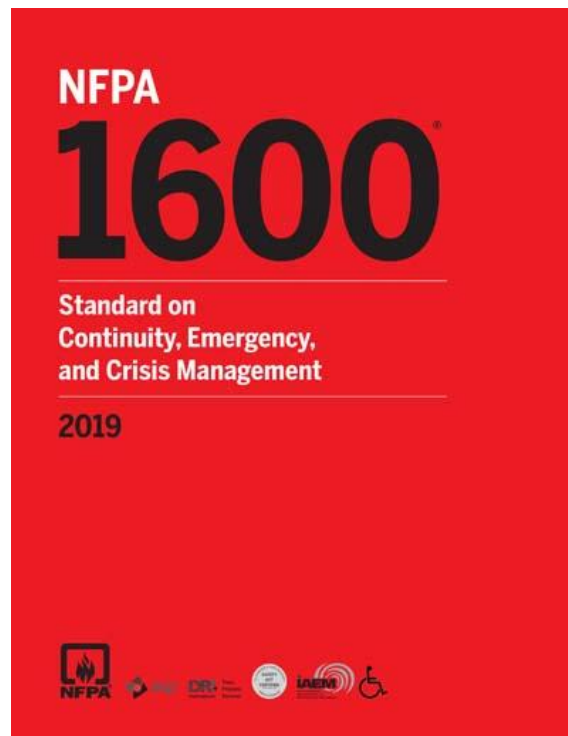


# East of Eden Dispensary Safety Narrative

The staff will undergo fire drills and evacuation training consistent with the requirements of Table 405.2 of the California Fire Code. Such drills shall take place annually for all employees. The drills will only involve the employees and business areas of the building, as Table 405.2 does not include retail buildings. Muster points, key staff, and accounting for all staff members will be part of the fire drill. Staff will be trained in assisting employees and customers with disabilities to public ways and muster points.

The staff will undergo disaster training per NFPA 1600, Standard on Continuity, Emergency, and Crisis Management. Figure 4 depicts the cover of this standard, which is an industry staple for Crisis Management.

**Figure 4: NFPA 1600: Standard on Continuity, Emergency, and Crisis Management**



## **4.1.5 Identify fire alarm and monitoring system including the name and contact information for the alarm company**

### **Fire Alarm System with Carbon Monoxide Detection and Smoke Detection**

Per Section 907 of the CBC, a fire alarm system is not required for this space; however, one will be installed as an enhancement to fire and life safety.



# East of Eden Dispensary Safety Narrative

The occupant notification appliances will sound whenever the sprinkler system of the space actuates, a manual pull station is activated, a smoke detector activates, or a CO detector activates. A single manual pull station will be installed at the fire alarm control panel for testing purposes or for someone in the record storage area to effect a fire alarm. Another manual pull station will be installed at the back of house exit. The fire alarm control panel and its pull station are located in the record storage room. Figure 5 below shows what a typical manual pull station looks like. A key is required to reset the manual pull station after it is actuated, and this keyhole is at the top of the pull station.

**Figure 5: Manual Pull Station**



The shop drawings for the fire alarm system will identify the installing contractor. Carbon monoxide detectors and smoke detectors will be part of the fire alarm system.

Duct smoke detectors will be installed within HVAC equipment if required by the California Mechanical Code. Duct smoke detectors are required if any HVAC equipment has supply air that exceeds 2,000 cubic feet per minute (CFM) per Section 608.1 of the 2019 California Mechanical Code.

## **4.1.6 Describe and identify the location of all gas monitoring equipment. A detailed diagram of the overall facilities safety features**

See the Integrated Safety Plan Diagram on Sheet LS-1 page for a detailed diagram of the overall facility's smoke and carbon monoxide detectors.



# East of Eden Dispensary Safety Narrative

## Carbon Monoxide Detection

Although not required by Section 915 of the CBC, carbon monoxide detectors will be part of the fire alarm system, and they will comply with NFPA 720. The locations of the carbon monoxide or “CO” detectors coincide with those of the smoke detectors. They are shown on the Integrated Safety Plan diagram. The CO detectors were placed on the basis of CO being produced by combustion that does not produce enough smoke to activate a smoke detector in a timely fashion. When the CO detectors alarm, they will send a signal to the fire alarm control panel within the record storage area.

Management will decide the next steps. If necessary, the manual pull station near the control panel can be actuated to effect a general fire evacuation alarm that alerts all occupants to exit the building and notifies the fire department through the remote fire alarm system monitoring company.

## Smoke Detection System

Although not required, smoke detection will be provided throughout the facility as part of the fire alarm system. If a smoke detector activates, the fire alarm will sound, the building will be evacuated, and the fire department will be dispatched to the building. The smoke detectors are shown on the Integrated Safety Diagram.

### **4.1.7 Written description of safety features, including but not limited to fire prevention, suppression, HVAC and alarm systems**


#### General Safety

Safety Data Sheets (SDSs) will be maintained for any and all materials stored and used within the facility. SDSs provide a description of each chemical, its potential hazards, and instructions on how to respond to exposure to each material. These SDSs will be kept in the break room and will be accessible to all personnel. All personnel will be required to read all SDSs for the facility, and know where to find any SDSs, should they need to consult them. SDSs shall be made available electronically, in addition to being stored in the manager's office in paper format. Figure 6 below shows an example of an SDS for liquid bleach.



# East of Eden Dispensary Safety Narrative

Figure 6: Cover Sheet of SDS for Common Disinfecting Bleach

THE CLOROX COMPANY		SAFETY DATA SHEET	
Issuing Date	05-Jul-2016	Revision Date	04-Jan-2019
		Revision Number	3
1. IDENTIFICATION OF THE SUBSTANCE/PREPARATION AND OF THE COMPANY/UNDERTAKING			
Product identifier		Clorox® Disinfecting Bleach <sub>2</sub>	
Product Name		Clorox® Disinfecting Bleach <sub>2</sub>	
Other means of identification		None	
Synonyms		None	
EPA Pesticide registration number		5813-111	
Recommended use of the chemical and restrictions on use		Bleach	
Recommended Use		Bleach	
Uses advised against		No information available	
Details of the supplier of the safety data sheet			
Supplier Name		The Clorox Company	
Supplier Address		1221 Broadway Oakland CA 94612 US	
Supplier Phone Number		1-510-271-7000	
Emergency telephone number		For Medical Emergencies, call: 1-800-446-1014 For Transportation Emergencies, call Chemtrec: 1-800-424-9300	
2. HAZARDS IDENTIFICATION			
Classification			
This product is considered hazardous by the 2012 OSHA Hazard Communication Standard (29 CFR 1910.1200).			
Skin corrosion/irritation		Category 1 Sub-category B	
Serious eye damage/eye irritation		Category 1	
GHS Label elements, including precautionary statements			
Signal word		Danger	
Hazard Statements		Causes severe skin burns and eye damage	
			
Appearance		Clear Yellow	Physical state
		Liquid	Odor
			Bleach

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There are no hazardous chemicals anticipated to be stored, used, mixed, or dispensed in the facility. Therefore, NFPA 704 placards are not required to be placed at the building's entrance or into the rooms that contain these chemicals.

Per OSHA, staff handling cannabis and related equipment will be equipped with the proper Personal Protective Equipment (PPE) necessary to handle these materials. For example, latex gloves will be provided for those handling cleaning products. Management will enforce the requirement that such PPE be worn when handling these materials. If possible, engineering controls and administrative controls will be effected to reduce or eliminate PPE requirements.

## 2019 California Building and Fire Codes

The minimum requirements for fire and life safety of the building are given by the 2019 California Building Code and the California Fire Code. These codes prescribe the minimum requirements for fire and life safety. The dispensary has been designed to accommodate these



# East of Eden Dispensary Safety Narrative

requirements by conforming to chapters 3, 5, 9, and 10 of the 2019 CBC. The dispensary has several additional features prescribed for enhanced fire and life safety such as an automatic sprinkler system, a fire alarm system, three exits (only two are required), and the means of egress (how occupants exit the building safely). In addition, general safety, medical safety, and incident reporting have been planned herein in the relevant sections of this narrative.

The primary fire hazard in a mercantile building is the fire load of the products being sold. With products being laid out in various configurations, the fire hazard is moderate. The fire hazard will be mitigated by incorporation of a fire sprinkler system designed for retail occupancies (Ordinary Hazard, Group 2). The fire hazard will also be addressed by a fire alarm system that consists of smoke detectors, carbon monoxide detectors, manual pull stations, and notification appliances. The fire alarm system is a life safety system that notifies that fire department whenever it actuates, including when the fire sprinkler system activates.

A code compliant egress scheme has been developed that satisfies Chapter 10 of the CBC. Emergency exit and illumination has been designed to accommodate the facility and its egress scheme. These features can be seen in the fire and life safety diagram.

General provisions for material hazard communication (SDSs), medical safety and training, personal protective equipment, fire responder notification, and incident and accident reporting have been considered and given.

## **Fire Prevention**

All retail items will be stored in an approved manner. The retail shelves will maintain aisles conforming to Sections 1018.3 and 1020.2 of the CBC and will be a minimum of 36 inches. Incoming product will be stored so as to not obstruct egress and will be a maximum of 12 feet high. Proper housekeeping will keep the dispensary free of debris and other miscellaneous combustibles that can start and propagate a fire.

## **HVAC**

Duct smoke detectors will be installed within HVAC equipment if any individual HVAC equipment exceeds 2,000 cubic feet per minute per Section 608.1 of the California Mechanical Code. These duct smoke detectors will be part of the fire alarm system.

Filters and internal components of the HVAC system will be replaced or maintained every month so as to minimize the presence of dust and other fine combustibles from the HVAC airstream. In addition, this maintenance will contribute to the indoor air quality and health of the occupants of the dispensary.



# East of Eden Dispensary Safety Narrative

In Addition To East of Eden's Procedures and training for all fire and medical emergencies.

The actions taken in the initial minutes of an emergency are critical. A prompt warning to employees to evacuate, shelter or lockdown can save lives. A call for help to public emergency services that provides full and accurate information will help the dispatcher send the right responders and equipment. An employee trained to administer first aid or perform CPR can be lifesaving. Action by employees with knowledge of building and process systems can help control a leak and minimize damage to the facility and the environment.

The purpose of this plan is to develop and implement an emergency plan for protecting customers, employees, visitors, contractors and anyone else in the facility. When an emergency occurs, the first priority is always life safety. The second priority is the stabilization of the incident. There are many actions that can be taken to stabilize an incident and minimize potential damage.

First aid and CPR by trained employees can save lives. Use the fire extinguishers by trained employees can extinguish a small fire. Containment of a small chemical spill and supervision of building utilities and systems can minimize damages to a building and help prevent environmental damage. Some events can be forecast hours before they arrive, providing valuable time to protect a facility. A plan should be established, and resources should be on hand, or quickly available, to prepare a facility.

When there is a hazard within a building such as a fire or chemical spill, occupants within the building should be evacuated or relocated to safety. Other incidents such as a bomb threat or receipt of a suspicious package may also require evacuation. If an earthquake occurs, everyone should be moved to the strongest part of the building and away from the exterior glass. If a transportation accident on a nearby highway results in the release of a chemical gas, the fire department may warn to "shelter-in-place." To protect employees from an act of violence, "lockdown" will be announced, and everyone will be instructed to hide or barricade themselves from the perpetrator.



REDACTED





## SECTION 5. Security Plan

Our Security Plan was professionally prepared by Matt Carroll and is submitted herewith.



# Security Plan

**Premises Uses:**

Cannabis Storefront Retail with Delivery

**Business Name:**

East of Eden North Bay, LLC

dba "East of Eden"

**Premises Address:**

1740 Travis Boulevard

Fairfield, CA 94533

**Prepared:**

October 20<sup>th</sup>, 2020

**Prepared by:**

Safe and Sound Security

California Alarm Company Operator License # 6672

2300 Clayton Road, Suite 600

Concord, CA 94520

(888) 333-4540





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## Foreword

East of Eden North Bay, LLC (dba “East of Eden” and referenced hereafter as “EOE” for brevity) acknowledges that there are considerable risks in operating a cannabis-related business. Those risks include risk of burglary, robbery, internal theft, external theft, product diversion by both employees and customers, risk of minors accessing product, and risk to the safety of employees, visitors and the general public. EOE is committed to ensuring a safe environment that mitigates as much risk as reasonably possible. Risk mitigation strategies include, but are not limited to, implementing those security requirements mandated by State and local ordinances. In addition to ensuring the safety and security of its employees, vendors and customers, EOE acknowledges that it is responsible for safeguarding against the theft or diversion of cannabis, and any records, be they in hardcopy documents or in digital form.

The following Security Plan has been developed in alignment with local ordinances and state laws as they existed at the time of development. This Plan will be implemented by the Security Director of EOE, as well as other key members of EOE’s management team to whom duties are delegated by the Security Director. The Plan will be maintained to ensure its relevancy and efficacy throughout the life of the business. The plan will be audited by a third-party security professional prior to implementation, at least annually thereafter, and after any significant security breach or incident to ensure that the plan remains effective and that areas needing improvement are addressed as they are discovered.

The plan will remain available for review by regulatory agencies (including the Fairfield Police Department) and will be updated as any changes to the premises infrastructure, security systems, policies or practices are made. EOE will work collaboratively with Fairfield Police Department and other regulatory agencies as necessary to ensure that the plan meets or exceeds those minimum requirements imposed by regulatory agencies and legislative changes.

The plan is intended to serve as a living document governing the business’ security during its design, and throughout its years of operation. The plan will be amended by the Security Director over time to address equipment or policy changes and will include specific details relating to installed security equipment, contracts, maintenance schedules, logs and evidence of compliance with the routine security auditing aspects called for in this plan. The plan will be maintained in a manner that ensures sufficient detail is available to future managers who may be required to assume responsibilities as the Security Director. The plan will be held in confidence, stored in a secure location and accessible only to managers and owners of the premises.

Security policies, procedures and practices that are relevant to non-managerial employees, vendors and visitors will be parsed from this plan and provided to such persons in a format appropriate for their training, testing and accountability with respect to the plan.



## Security Plan Summary

A comprehensive 62-page security plan has been developed for EOE Fairfield. To assist the City of Fairfield and in identifying those aspects most relevant to its identified scoring and evaluation criteria, this section highlights content and identifies by chapter title and page numbers those sections where additional details on the subject matter may be found.

### 5.1: Security Plan Considerations

#### Consultant Summary

EOE has retained Safe and Sound Security (California Alarm Company Operator License #6672) for the development of this security plan. Safe and Sound Security's principal operational security planner, Matt Carroll, authored this plan. An enhanced description of Matt's background and qualifications are provided in the full plan under the heading of **"Consultant Biography" beginning on page 13**. A summary of Matt's credentials are as follows:

- A.A. Administration of Justice, Shasta College (1997);
- B.S. Criminal Justice, Sacramento State University (2000);
- P.O.S.T. Sacramento Sheriff's Training Center (1998);
- CPTED Practitioner, Nat'l. Institute of Crime Prevention (2009);
- Crime Prevention Specialist, Sacramento Sheriff's Dept (1997-2001);
- Police Officer, Sacramento-Yolo Port District Police Dept (2001-2006);
- Co-Founder, Paladin Private Security, PPO15029 (2003-2019);
- Co-Founder, Sacramento Security Training Center TFF1511 (2015-Present);
- Co-Founder, Emissary Secure Transport (armored carrier) (2017-2019);
- Founder, Carroll Security Consulting, LLC (2016-Present);
  - Developer of over 460 cannabis security plans to date
  - Strategic Partner Entity of Safe & Sound Security, ACO6672
- Contributor, Cannabis Policy Enforcement Task Force, City of Sacramento (2017-Present);
- Cannabis Security Consultant, City of Dixon Police Department (2017-Present);
  - Conducts security plan reviews/scoring and applicant collaboration; and
  - Conducts periodic compliance-oriented site inspections of operator premises
- Cannabis Security Consultant, City of Benicia Police Department (2017-Present);
  - Assists in Policy Development;
  - Conducts security plan reviews/scoring and applicant collaboration; and
  - Conducts periodic compliance-oriented site inspections of operator premises

#### Access Control Summary





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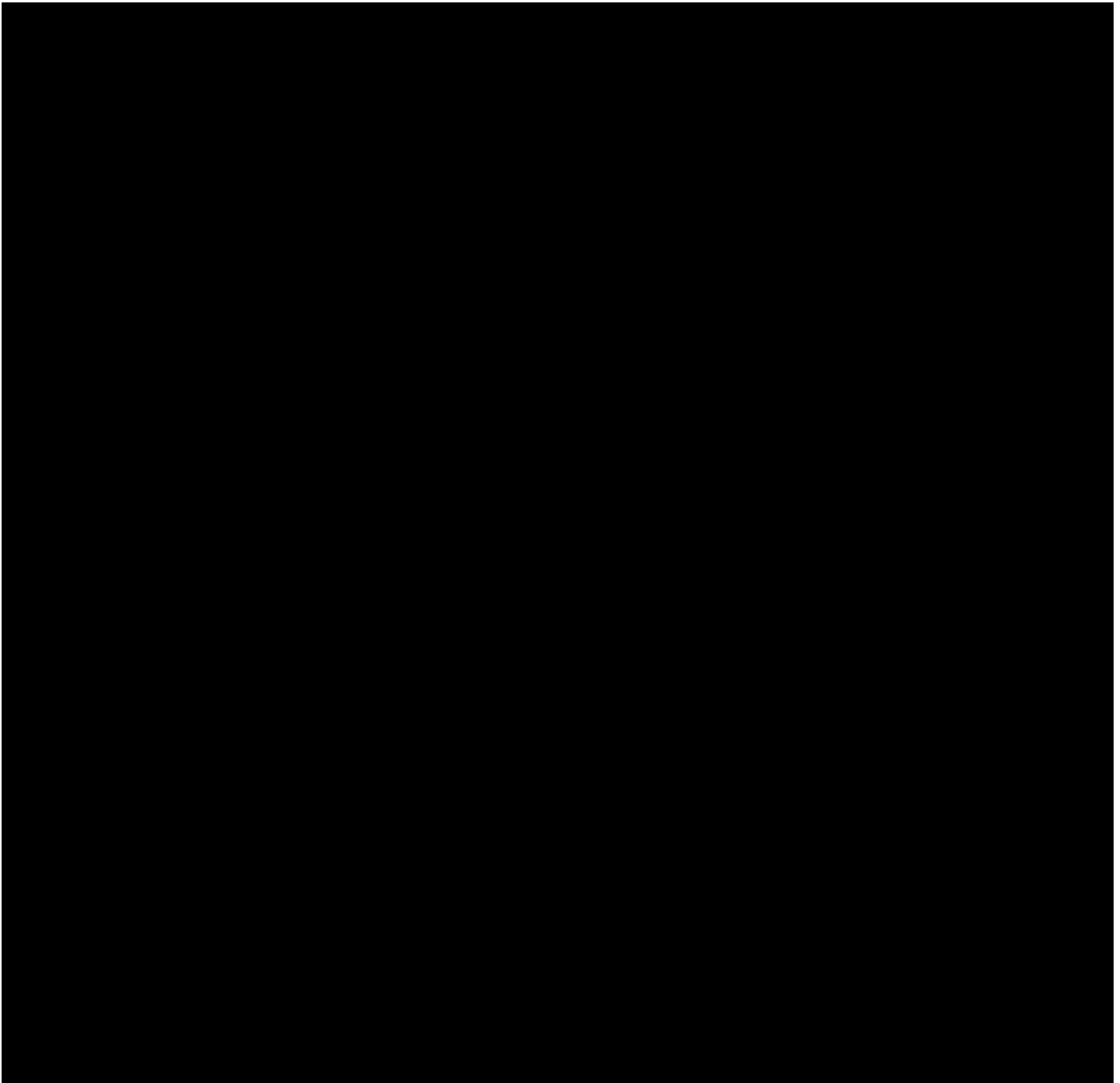
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## **Consultant Biography**

The security plan that follows was developed by Safe and Sound Security's principal planner and strategic partner, Matt Carroll. Carroll holds an A.A. in the Administration of Justice (Shasta College, 1997), is a graduate of a California Peace Officer Standards and Training Academy (Sacramento County Sheriff's Training Center, 1998), holds a B.S. in Criminal Justice (Sacramento State University, 2000), is a tactical communication instructor through the Verbal Judo Institute (2000), and is a Crime Prevention Through Environmental Design practitioner (National Institute of Crime Prevention, 2009).

Carroll served in public law enforcement from 1997-2006, first with the Sacramento County Sheriff's Department and later with the Sacramento-Yolo Port District Police Department. While employed as a police officer with the port district, Carroll was tasked with bringing the Port of Sacramento into compliance with post 9/11 maritime security requirements. This involved extensive security planning, development and implementation of access control, training and maintenance protocols, management of quarterly drills and semi-annual exercises in collaboration with Federal, State and local allied agencies. Carroll's Facility Threat Assessment and Facility Security Plans were deemed model plans and were used by the US Coast Guard as templates to assist other western seaboard ports in the development of their own mandated security plans.

Carroll has served consistently in the private patrol industry since 1995, serving in an array of capacities from field services, training, management, and ultimately executive leadership and ownership. In 2003, Carroll co-founded Paladin Private Security in Sacramento as the Qualified Manager of California Private Patrol Operator license number 15029. Paladin was the largest mobile patrol service to operate from a single location anywhere in the United States, deploying upwards of eighty patrol cars nightly at its peak and employing nearly two hundred, predominantly armed, security officers. Paladin served the commercial, residential, educational, transportation, government and cannabis markets and was a household name in the Greater Sacramento Area until Carroll sold Paladin's book of business to a national firm in the summer of 2019.

Carroll is also the co-founder of the Sacramento Security Training Center, a state licensed security, baton and firearms training center (TFF1511, TFB1320), is the Director of Compliance for Seed to Sale Security (nationally scaled cannabis security consulting company), is the Director of Security for a cannabis retailer operating multiple cannabis storefront retail businesses in California, and is a proprietary software developer specializing in relational databases, web applications, GPS tracking and mobile app development serving the private security training and guard industries (<https://cscrms.com>).

Since the legalization of adult use cannabis businesses in California, Carroll has been actively engaged by the commercial cannabis community for security planning that meets and exceeds State and local regulations. To date, Carroll has developed over 460 cannabis security plans - predominantly in California. Carroll's work in this regard has attracted the public sector as well. Carroll is currently under contract with the Dixon Police Department and the Benicia Police Department as a cannabis security consultant. As a police consultant, Carroll trains police and code enforcement personnel on cannabis

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regulations, assists in developing local regulations, reviews/scores cannabis business applications, interviews cannabis business applicants and conducts periodic site assessments on behalf of those police departments contracting his services.

**Designated Security Directors**

EOE's management team member(s) designated as the security liaison(s), who will be reasonably available to meet with regulators regarding any security related concerns or any operational issues is/are:

Primary, First and Last Name: Mike Bitar

Title: VP of Retail Sales

Mobile Phone: REDACTED

Landline Phone: \_\_\_\_\_

E-Mail Address: mike@grupoflor.com

Alternate, First and Last Name: \_\_\_\_\_

Title: \_\_\_\_\_

Mobile Phone: \_\_\_\_\_

Landline Phone: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

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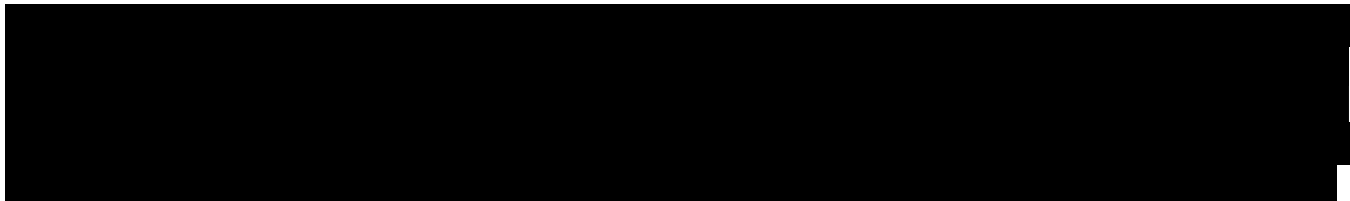
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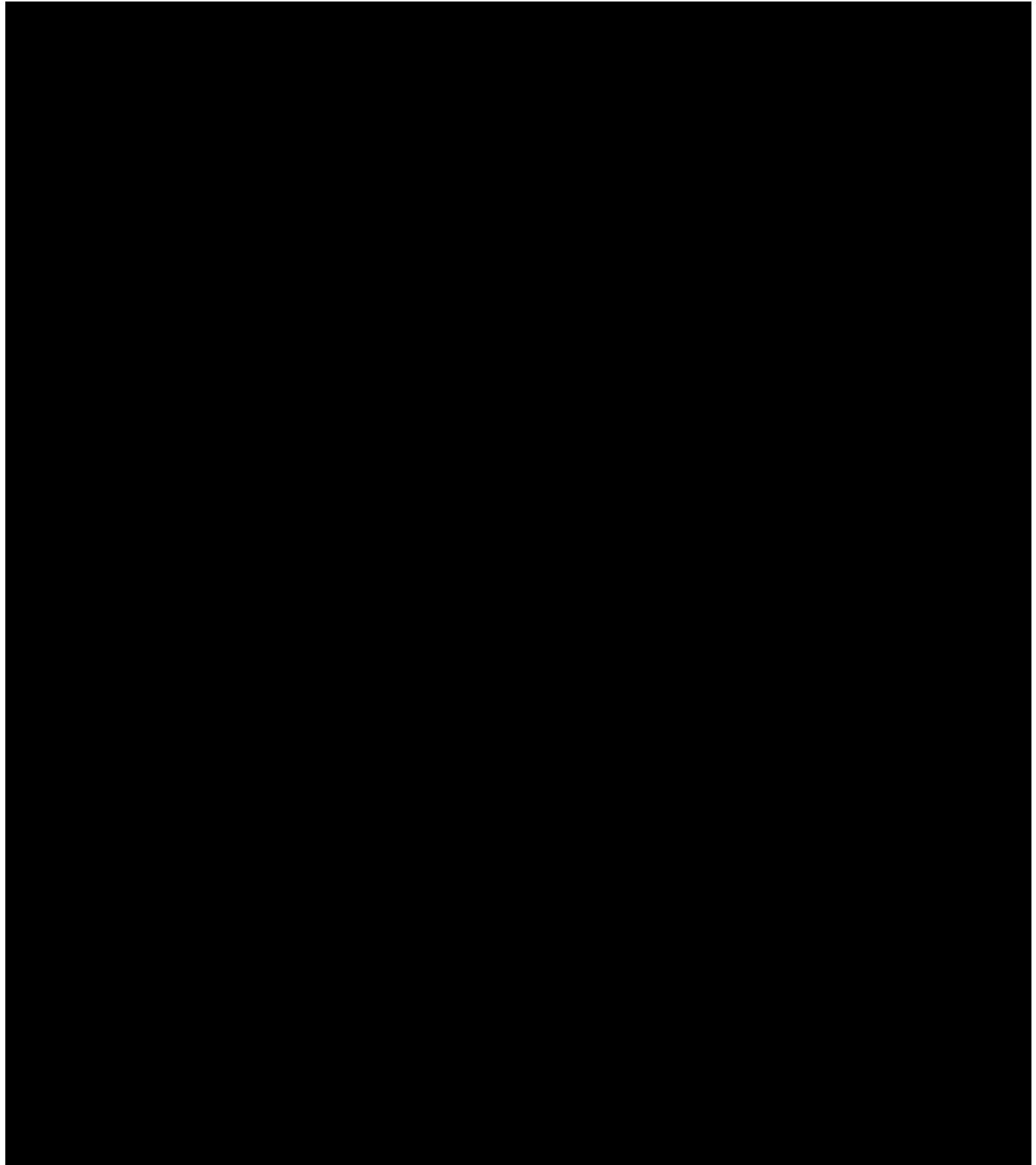
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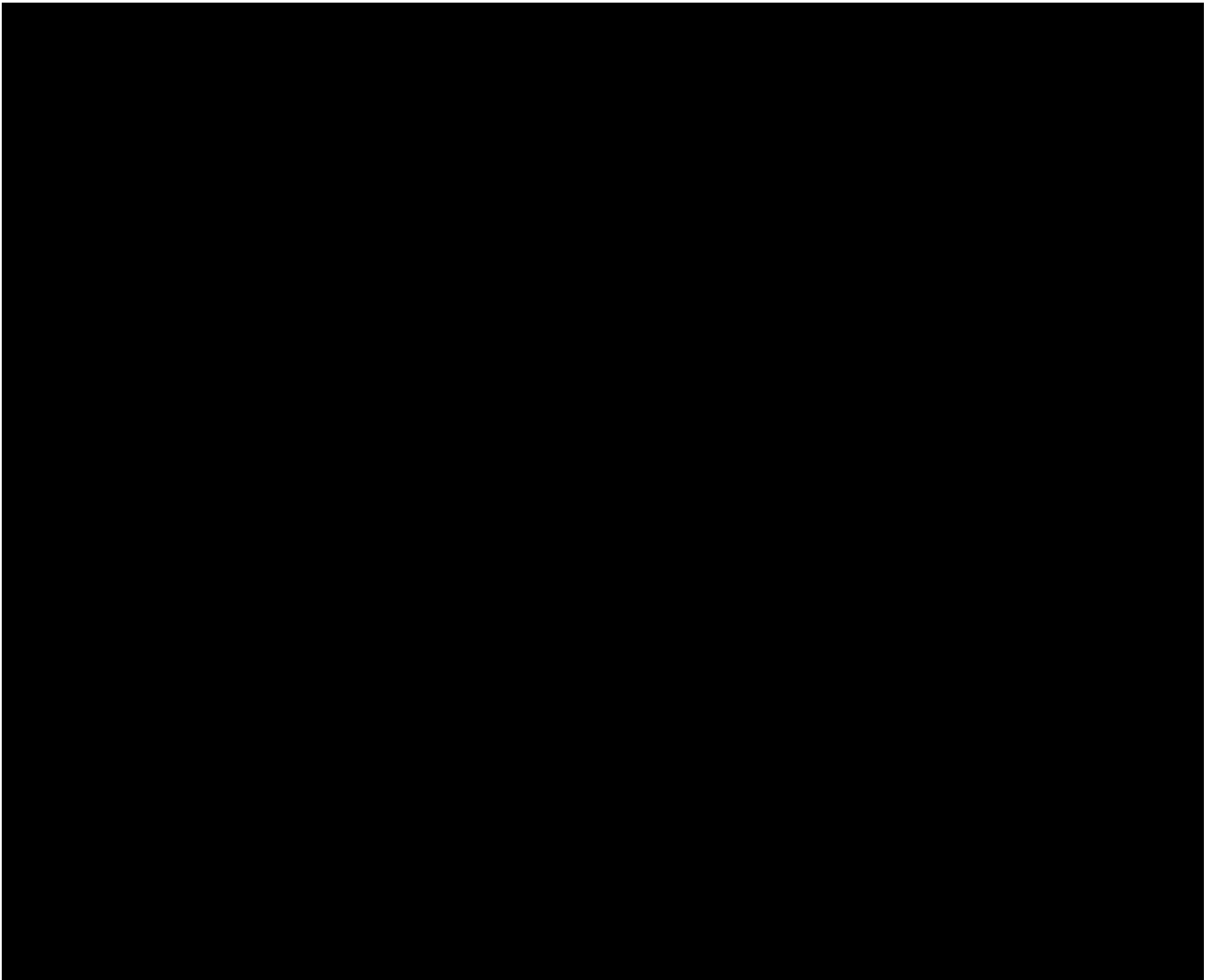
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*Cal OSHA Cannabis Safety Training*

In accordance with Assembly Bill 2799, the general manager and at least one supervisor will have completed the 30-hour OSHA General Industry course prior to initiating business operations. All employees who serve in a supervisory or managerial capacity shall be required to complete the course within their first 90 days of employment (probationary period). Retaining classification as a supervisor or manager will be contingent upon completing this course.

REDACTED



<b>CAL/OSHA 30-Hour General Industry Required Course Topics</b>	
<b>Mandatory (16 hours)</b>	<b>Electives (13 hours)</b>
<ul style="list-style-type: none"> <li>• Introduction to OSHA and Cal/OSHA (1 hour)</li> <li>• Managing Safety and Health (2 hours) -Must cover 8 elements of Cal/OSHA Injury and Illness Prevention Program (IIPP) and Code of Safe Work Practices</li> <li>• Walking and Working Surfaces, including fall protection (1 hour)</li> <li>• Exit Routes, Emergency Action Plans, Fire Prevention Plans, and Fire Protection (2 hours)</li> <li>• Electrical (2 hours)</li> <li>• Introduction to Industrial Hygiene (1 hour)</li> <li>• Personal Protective Equipment (PPE) ( 1 hour)</li> <li>• Materials Handling (2 hours)</li> <li>• Hazard Communication (1 hour)</li> <li>• Health Hazards (3 hours) -Must cover noise &amp; heat illness prevention -May cover lead, silica, asbestos, benzene, formaldehyde, or other chemicals</li> </ul>	<p>Choose at least 5 of the following topics. Minimum length of any topic is 30 minutes.</p> <ul style="list-style-type: none"> <li>• Hazardous Material (Flammable and Combustible Liquids, Spray Finishing, Compressed Gases, Dipping and Coating Operations)</li> <li>• Permit-Required Confined Spaces</li> <li>• Lockout/Tagout</li> <li>• Machine Guarding</li> <li>• Welding, Cutting, and Brazing</li> <li>• Bloodborne Pathogens</li> <li>• Ergonomics</li> <li>• Fall Protection</li> <li>• Safety and Health Programs</li> <li>• Powered Industrial Vehicles</li> <li>• Heat Illness Prevention</li> <li>• Cranes &amp; Hoisting Equipment</li> </ul> <p><u><b>REMAINING ONE HOUR</b></u> Teach any other general industry hazards or policies and/or expand on the mandatory and/or elective topics. The minimum length of any topic is 30 minutes.</p>

## Signage

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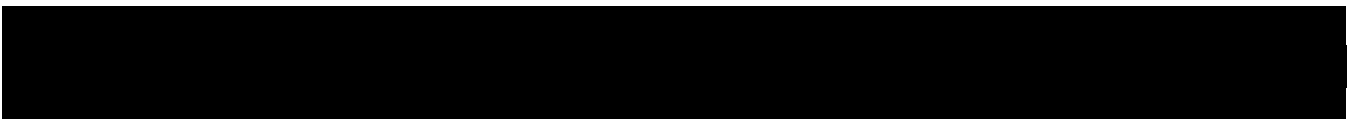
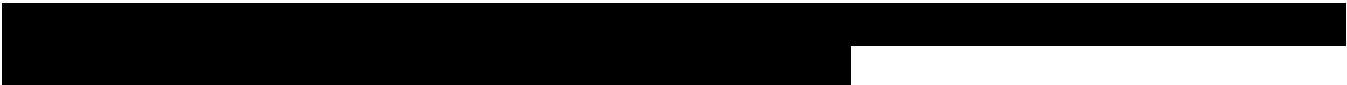
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Records relative to this section include those records mandated by the California Code of Regulations, Title 16, Division 42, Section 5037, incorporating those items that follow:

- Financial records including, but not limited to, bank statements, sales invoices, receipts, tax records, and all records required by the California Department of Tax and Fee Administration (formerly Board of Equalization) under title 18, California Code of Regulations, sections 1698 and 4901;
- Personnel records, including each employee's full name, social security or individual tax payer identification number, date employment begins, and date of termination of employment if applicable;
- Training records including, but not limited to, the content of the training provided and the names of the employees that received the training;
- Contracts with other licensees regarding commercial cannabis activity;
- Permits, licenses, and other local authorizations to conduct the licensee's commercial cannabis activity;
- Security records and reports;
- Records relating to the composting or destruction of cannabis goods;
- Documentation for data or information entered into the track and trace system;
- All other documents prepared or executed by an owner or his employees or assignees in connection with the licensed commercial cannabis business;
- Records relating to branding, packaging and labeling;
- Inventory logs and records;
- Transportation bills of lading and shipping manifests for completed transports and for cannabis goods in transit;
- Vehicle and trailer ownership records;
- Quality-assurance records;
- Records relating to destruction of cannabis goods;
- Laboratory-testing records;
- Warehouse receipts;
- Records relating to tax payments collected and paid under Sections 34011 and 34012 of the Revenue and Taxation Code; and
- As it pertains to medical cannabis purchases, the name, date of birth, physical address, telephone number, status as a qualified patient and accompanying physician's recommendation.

EOE acknowledges that the Bureau of Cannabis Control and the Fairfield Police Department may make any examination of the books and records of any licensee as it deems necessary to perform its duties under the Cannabis Control Act.

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EOE acknowledges that records will be kept in a manner that allows the records to be produced for the Bureau of Cannabis Control and the Fairfield Police Department at the licensed premises in either hard copy or electronic form, whichever the requesting agency requests.

#### **Internal Theft & Diversion Prevention**

REDACTED

[REDACTED]

#### ***Notification of Convictions***

REDACTED



REDACTED

**Transportation Security**

REDACTED



REDACTED

[REDACTED]

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## METRC Training

Training on use of the CCTT-METRC system is required by law for licensees. Upon submission of a State of California application for an annual license, the applicable licensing authority—either CalCannabis Cultivation Licensing, the Bureau of Cannabis Control, or the California Department of Public Health—will send system-training registration information to EOE. Once an annual license is approved and the license holder and/or designated account manager have completed the required CCTT-Metrc Account Manager New Business System Training, they will be able to access the CCTT-Metrc system. Annual licensees will not be allowed access to the CCTT-Metrc system until the required CCTT-Metrc Account Manager New Business System Training has been completed by the licensee or the designated account manager(s).

Training on the CCTT-METRC system can be accomplished through Franwell (provider for the State of California's CCTT system) or through the verified CCTT vendor selected by EOE. **REDACTED**

## Donations of Cannabis and Cannabis Product

REDACTED



REDACTED

[REDACTED]

[REDACTED]

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[REDACTED]

- [REDACTED]
- [REDACTED]
- [REDACTED]

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### Product Security & Loss Reporting

REDACTED

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

- [REDACTED]

- [REDACTED]

- [REDACTED]

- [REDACTED]

- [REDACTED]

### Product Storage

REDACTED



REDACTED

REDACTED

#### Inventory Accounting

REDACTED

#### Currency Security

REDACTED

REDACTED

REDACTED



### Retail Dispensary Operations

REDACTED

[REDACTED]

[REDACTED]

- [REDACTED]
- [REDACTED]
- [REDACTED]

REDACTED

[REDACTED]

### *Displays*

REDACTED

[REDACTED]

### *Cannabis for Sale*

REDACTED

[REDACTED]

- [REDACTED]
- [REDACTED]
- [REDACTED]

### *Non-Cannabis Sales*

REDACTED

[REDACTED]







- [REDACTED]
- [REDACTED]

*Packaging and Labeling Prohibited*

[REDACTED]

*Exit Packaging*

[REDACTED]

*Additional Postings*

[REDACTED]

- [REDACTED]
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- [REDACTED]

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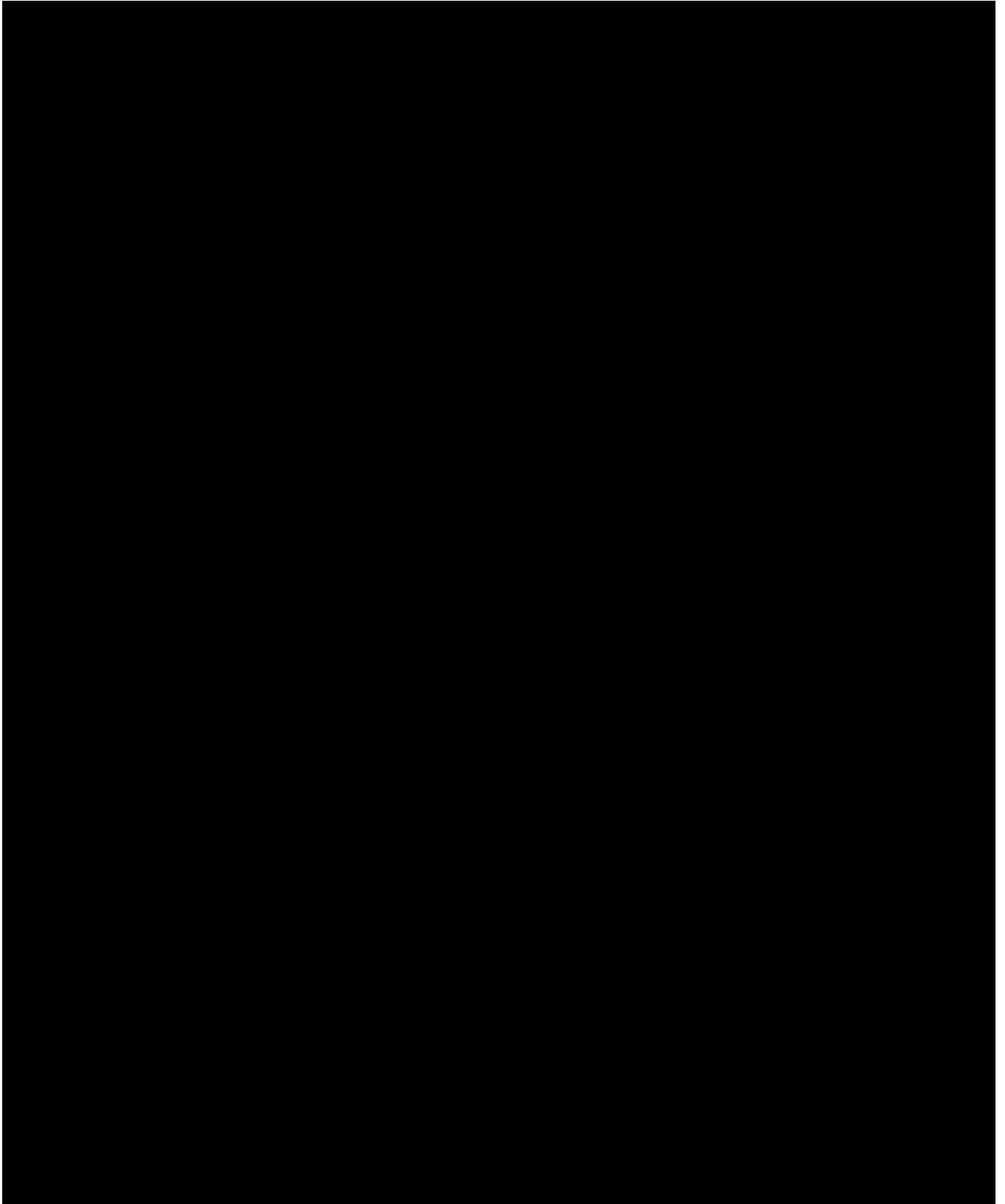
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delivery request receipt provided to EOE's delivery driver will contain all of the information required in

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*Auto Burglary Prevention*

REDACTED



- REDACTED

#### *Auto Burglary Management*

- REDACTED

#### *Auto Theft Prevention*

REDACTED

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- **REDACTED**

### *Auto Theft Management*

**REDACTED**

**REDACTED**

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**REDACTED**

### **Opening and Closing Procedures**

#### *Opening Procedures*

**REDACTED**

**REDACTED**

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**REDACTED**

**REDACTED**



### Closing Procedures

REDACTED

## Security Plan Maintenance

REDACTED

REDACTED



REDACTED

[REDACTED]

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[REDACTED]

### Exterior Lighting Standards

[REDACTED]

[REDACTED]

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## SECTION 6. Location

### Overall Property

The overall property is a commercial retail area with ample parking.

Our new retail cannabis store would be located in the highly sought-after retail corridor in Fairfield with neighboring Gateway Courtyard & Solano Town Center at 1740 Travis Boulevard, next to Chik-fil-A.



### Building

The building is a commercial restaurant that is already build out.

Our proposal is to partially replace a ground floor commercial space occupied by Fuddruckers. This proposed retail space is approximately 4,472 square feet.





Floor Plan



Premises Diagram  
Building Floor Plan

EX. CHICK-FIL-A  
TENANT SPACE

REDACTED



REDACTED



## Photographs







# REDACTED



REDACTED





## SECTION 7. Community Relations Plan

### Community Engagement

East of Eden’s Community Relations plan in Fairfield was developed at the direction of Michael Zumpano and has four (4) main components:

- Supporting local community organizations and non-profits
- Partnering with local businesses and business organizations
- Engaging in outreach to youth about cannabis and cannabis use
- Building strong relationships with its neighbors

The company views each of these activities as critical to realizing its vision of creating a deeply “community-focused” Fairfield retail cannabis business. By supporting the causes and civic institutions that have long been important to the citizens of Fairfield and Solano County, East of Eden will be an active force for promoting the community’s most basic values. In seeking to uplift other Fairfield small businesses that are trying to navigate the current challenging economic climate, East of Eden can play a key role in creating a stronger and more collaborative business community, benefiting all residents.

In executing on its plan to proactively educate youth about the dangers of cannabis use and investing in organizations with a track record of reducing substance use amongst Solano County youth, East of Eden can ensure that its business is a force for reduced youth cannabis use in the community. By engaging in an open dialogue with each of its neighbors and showing a commitment to creating a business that uplifts the surrounding areas, East of Eden will quickly become a respected member of the Fairfield’s social fabric.

For each component of its Community Relations plan, East of Eden has identified a clear set of activities that will enable it to become a trusted community partner of Fairfield and contribute to the welfare of its residents. These activities are outlined below.

### Solano Community Foundation

If granted a license in Fairfield, East of Eden will be a strong, consistent supporter of the Solano Community Foundation (SCF). The SCF has long provided critical support to vulnerable Solano County residents. This includes its financial support of County nonprofits addressing homelessness, domestic violence and economic inequality. It also includes disaster relief and recovery efforts the SCF spearheaded following the fires that have impacted the County in recent years. Finally, the SCF’s efforts to provide food and masks at community resource fairs during the coronavirus pandemic have been critical for many County residents.

Michael Zumpano’s uncle, Max Rossi, was for decades an influential community activist in Fairfield and a key force in forming the Solano Community Foundation in 1995. Max was one of





SCF's eleven founding members, became the first elected Chairman of the SCF Board of Directors, helped SCF obtain 501(c)(3) status from the IRS and grew assets held under management from \$20,000 to \$1.8 million under his tenure. East of Eden is looking forward to being a consistent supporter of SCF, in memory of the tireless work of "Uncle Max" Rossi.

East of Eden is also looking forward to supporting the SCF because it has passed the rigorous National Standards Compliance for US Community Foundations administered by the Council on Foundations. This represents the highest measure of accountability and transparency amongst philanthropic organizations. By working in partnership with SCF, East of Eden believes it can maximize its impact in the Solano County community.

If granted a license in Fairfield, East of Eden will contribute \$30,000.00 annually to the SCF. The company plans to split this contribution between 3 different funds within SCF, each of which reflects a cause that is important to the organization:

The SCF's Solano Social Justice and Equity Fund was launched in the wake of the COVID-19 pandemic and the Black Lives Matter protests of June 2020. The fund seeks to build resources for community healing and underscores the commitment to uplifting communities of color in Solano County. If granted a license in Fairfield, East of Eden will contribute \$10,000.00 annually to the Foundation's Social Justice and Equity Fund.

The SCF's Solano Disaster Relief Fund helps partnering organizations provide direct services, resources, and financial assistance to individuals and families in their communities. Following the fires that have impacted Solano County in recent years, this fund has provided critical services to impacted community members. If granted a license in Fairfield, East of Eden will contribute \$10,000 annually to the SCF's Solano Disaster Relief Fund.

The SCF's Community Impact Fund helps support "second responders" in Solano County, such as charitable nonprofits and faith-based organizations providing health care services and support to at-risk and marginalized populations during the coronavirus pandemic. If granted a license in Fairfield, East of Eden will contribute \$10,000 annually to the SCF's Community Impact Fund.

## **Fairfield Community Services Foundation**

In addition to partnering with SCF, East of Eden plans to support the Fairfield Community Services Foundation. The Fairfield Community Services Foundation was founded by Fairfield community members committed to improving the lives of low-income children in the City. The organization does this through support for Fairfield's parks, recreation, the arts and community services.

East of Eden plans to partner with the Fairfield Community Services Foundation in the following ways:

*Fun on the Run (FOTR).* FOTR is a mobile recreation program put on by the Fairfield Community Services Foundation that serves families in lower-income communities. By providing supervised





recreation during after school hours, the program helps at-risk children make positive choices. Because of its impact in the Fairfield community, FOTR received The Helen Putnam Award for community uplift by the League of California Cities. If granted a license in Fairfield, East of Eden will be a Platinum Sponsor of FOTR each year, providing \$10,000 annually to support the event.

***Assist-A-Grad Scholarships.*** The Fairfield Community Services Foundation helps fund scholarships for Solano County high school students. Graduating seniors receive funds to defray the cost of higher education. If granted a license in Fairfield, East of Eden will be a Platinum Sponsor of the Assist-A-Grad Scholarships each year, providing \$10,000 annually to support the program.

***Volunteering.*** East of Eden employees and management will also volunteer at least 250 hours each year with the Fairfield Community Services Foundation. Employees plan to volunteer in park beautification efforts at Allan Witt Park and Lee Bell Park, both located near the company's retail store at 1740 Travis Boulevard.

### **Fairfield-Suisun Chamber of Commerce**

East of Eden has applied to be a member of the Fairfield-Suisun Chamber of Commerce. If granted a license in Fairfield, the company intends to become one of the most active members of the organization, with employees sitting on Chamber committees such as the Ambassador's Committee and the Travis Regional Armed Forces Committee (TRAFC). Michael Zumpano was a member of the Fairfield-Suisun Chamber of Commerce from 1986 to 1989 through a previous company he owned, Champion Performance.

Through resources provided by the Fairfield-Suisun Chamber, East of Eden has identified several local businesses it plans to do business with and support if granted a license. These businesses are listed below and include local publications it plans to advertise in and restaurants it will order food from.

### **Solano Hispanic Chamber of Commerce**

East of Eden is a member of the Solano Hispanic Chamber of Commerce. The organization exists to strengthen Solano County's Hispanic businesses and support their economic growth, and provide resources, training and tools that advance the prosperity and success of Hispanic residents of Solano County. East of Eden's retail employees and managers are disproportionately members of the Hispanic community. Of its 113 retail employees, 66 employees (58%) identify as Hispanic. All of Grupo Flor's Managers and General Managers are women, and the vast majority are Hispanic women. A majority of the company's employees are immigrants or the children of immigrants. East of Eden's Corporate Counsel, Stephen Kim, is also a founding board member of the Hispanic Chamber of Commerce of the Central Coast of California. The company has strong ties to the Hispanic community. East of Eden plans to work with the Solano Hispanic Chamber of Commerce to ensure that its retail store is a welcoming environment for Fairfield's Hispanic community. It also plans to recruit heavily from Fairfield's Hispanic community for any





and all roles. The company will look to reflect the Fairfield community and empower members of the local community, as it has done in its other retail locations.

### **Fairfield Main Street Association**

East of Eden has applied to be an Affiliate Member of the Fairfield Main Street Association. While its planned location at 1740 Travis Boulevard is not in the immediate vicinity of the Main Street Association businesses, the company plans to support these businesses and the Association. Michael Zumpano's personal ties to this part of Fairfield and his desire to see it thrive is a key reason why the company plans to play an active role supporting the Main Street Association. Michael's paternal grandfather, Filbert Zumpano, moved to Travis Air Force base during World War II. He opened up a tailor shop in 1946 that would become Phil Men's Shop. Located at 832 Texas Street, the store sat beneath the "Seat of Solano County" sign. For decades and throughout Michael's early life, it was one of the most well-known small businesses in the City. The coronavirus pandemic has jeopardized the survival of many of these downtown Fairfield businesses. East of Eden believes it can contribute to the vitality of the area by supporting the events put on by the Main Street Association each year. Many of these events were cancelled for 2020. In 2021, these events can help draw critical foot traffic to this area of Fairfield, benefiting the businesses in the Main Street Association:

*Independence Day Parade.* East of Eden will contribute \$5,000.00 annually to help support the Independence Day Parade. The company will also work with the Main Street Association to identify opportunities to volunteer at the Parade.

*Tomato and Vine Festival.* East of Eden will contribute \$5,000.00 annually to help support the Tomato and Vine Festival. The company will also encourage its customers to attend the festival and help support the 100+ Solano County vendors with booths.

*Veterans Day Parade.* East of Eden will contribute \$5,000.00 annually to help support the Veteran's Day Parade. The company will also work with the Main Street Association to identify opportunities to volunteer at the Parade.

*Christmas Tree Lighting and Holiday Festivities.* East of Eden will contribute \$5,000.00 annually to help support the Christmas Tree Lighting and Holiday Festivities.

### **Workforce Development**

To help ensure it taps into all available labor in the Solano County community and can connect with residents in economic need, East of Eden plans to partner with the Workforce Development Board of Solano County. The Workforce Development Board recently identified hospitality and leisure employees in the County, along with workers under 35, as being disproportionately impacted by the coronavirus pandemic.



East of Eden will work with the County Workforce Development Board to develop talent recruitment and retention efforts that tap into local populations within Solano County that are underrepresented in the workforce. The company's hiring policies will have a stated aim of benefiting Solano County residents as broadly as possible. East of Eden will set a goal of having 100% of its hires be residents of Solano County. East of Eden will also aim to have the majority of its hires be women, as is the case in each of its other retail locations. The company will aim to have a majority of its hires be members of minority groups, as is the case in each of its other retail locations. East of Eden will also make an effort to recruit veterans and members of the LGBTQ community, as it has done effectively at its other retail locations.

## Local Business Partnerships

East of Eden has a strong interest in supporting local, diverse, family-owned restaurants in the communities in which it has a retail presence. The company orders from these restaurants regularly when providing its employees with Friday meals. The company also patronizes these restaurants for events it holds, such as store openings and anniversaries. Through this, East of Eden has developed strong relationships with many local restaurants in the cities where it operates. Through the Fairfield-Suisun Chamber of Commerce and the Fairfield Main Street Association, East of Eden has identified 4 restaurants that it intends to regularly order from if granted a license in Fairfield:

*Alejandro's Taqueria.* Located at 936 Texas Street, Alejandro's Taqueria is a member of the Fairfield Main Street Association and serves traditional Mexican favorites and specialties.

*Big H Deli.* Located at 4437 Central Place, Big H Deli is a member of the Fairfield-Suisun Chamber of Commerce and specializes in American and Mediterranean sandwiches.

*Mandarin Restaurant and Lounge.* Located at 219 Texas Street, Mandarin Restaurant and Lounge is a member of the Fairfield-Suisun Chamber of Commerce and serves Mandarin-style spicy Chinese food.

*The Napa Deli.* Located at 5121 Business Center Drive, The Napa Deli is a member of the Fairfield-Suisun Chamber of Commerce and specializes in steaks, burgers, and pastas.

East of Eden looks forward to supporting these restaurants once it opens its dispensary at 1740 Travis Boulevard. This will start with its grand opening celebration.

## Local Publications

East of Eden intends to advertise the opening of its retail store in the **REDACTED** The Daily Republic played an important role in cannabis in recent years, keeping the community informed as cities throughout the County considered, and in some cases adopted, ordinances. East of Eden also plans to advertise in **REDACTED** and



distributed to housing and rack locations throughout Travis Air Force Base. The company plans to advertise in **REDACTED**, as well.

## Community Outreach and Youth Cannabis Use

### Youth Use in Solano County

According to the 2018 California Healthy Kids Survey, 1 in 5 Solano County 11th graders reported having used cannabis in the past 30 days. The Survey further showed that 41 percent of Solano County 9th graders, and 49 percent of 11th graders, reported having “easy” or “fairly easy” access to cannabis at school. The unlicensed cannabis market thus serves as a fairly easy source of cannabis for many Solano County youth. East of Eden believes that creating a regulated cannabis market will in fact make it harder for Solano County youth to access cannabis, particularly with companies that have a demonstrated commitment to compliance operating in Fairfield. East of Eden’s 100% compliance record, robust retail and security protocols aimed at combating youth access and record of partnership with California’s regulatory agencies are all major assets in any effort to combat cannabis use amongst Solano County youth. However, we also believe that licensed cannabis companies are responsible for proactively educating youth about the dangers of cannabis use. East of Eden will take a leadership role on this issue.

### Youth Education in Solano County

The need for youth education on cannabis has long existed in the region. In 2018, the Solano County Health and Social Services Department prepared its “Alcohol, Tobacco and Other Drugs Five Year Strategic Prevention Plan.” The 2018-2023 Strategic Prevention Plan noted that one of the primary drivers of youth cannabis use in Solano County (along with easy access to access via the unlicensed market) was a “decreased perception of harm” associated with cannabis. In Fairfield, East of Eden plans to partner with Fighting Back Partnership, a non-profit that works to combat poverty in the County and support youth. The organization’s “Positive Youth Development Program” educates Vallejo youth about the dangers of cannabis use. The organization was cited by the Solano County Health and Social Services Department for its effectiveness and the need to scale its programming to more cities. East of Eden will provide \$10,000 annually to support Fighting Back Partnership’s ability to bring its “Positive Youth Development Program” to Fairfield students.

### *Solano Friday Night Live*

The Solano Youth Commission (SYC) operates within the Solano County Office of Education. Made up of County youth, the SYC aims to promote positive and healthy youth development in Solano County. The organization engages youth in the County in open conversations about health and safety issues related to drugs and alcohol. Amongst SYC’s most popular youth programs is the Solano Friday Night Live Partnership (SFNLP). SFNLP engages youth in activities that help them





avoid drug use while not in school. The program also educates youth in Solano County on the dangers of substance use. According to the Solano County Office of Education, 91% of SFNLP participants reported that their involvement made them less likely to use drugs or alcohol. East of Eden will contribute \$10,000 annually to help support SFNLP's programming and ability to serve youth in Fairfield.

## Community Outreach

East of Eden will also work to establish a dialogue with organizations in Solano County that may still be opposed to Fairfield's having a legal cannabis market. We will work to build bridges with all members of the community, regardless of their feelings on cannabis. East of Eden will look to collaborate with two organizations in particular:

***Solano ATOD Prevention Collaborative.*** The Solano Alcohol Tobacco and Other Drugs (ATOD) Prevention Collaborative works to reduce youth access to alcohol, tobacco and other drugs. The Manager of East of Eden's store will look to join the Solano ATOD Prevention Collaborative. He or she will attend each of the organization's quarterly meetings (on the second Tuesdays of February, May, August, and November). The goal of East of Eden's participation will be to work with Solano ATOD Prevention Collaborative towards the shared goal of preventing youth cannabis use in Solano County.

***Vacaville AWARE Coalition.*** Vacaville AWARE is a community coalition that meets to discuss and implement strategies and programs to reduce the rate of alcohol, tobacco and other drug use among Vacaville teens. The Manager of East of Eden's store will seek to join AWARE and will attend each of its monthly meetings. The goal of East of Eden's participation will be to work with Vacaville AWARE towards the shared goal of preventing youth cannabis use in Solano County.

## Outreach to Neighbors

East of Eden intends to open a retail location at 1740 Travis Boulevard. East of Eden sent personalized letters to all neighboring businesses, sharing its intent to use the property as a retail cannabis outlet. In the letter, East of Eden's co-founder Mike Bitar provided background information about East of Eden, as well as Fairfield's new cannabis ordinance. He highlighted his commitment to creating a highly professional cannabis operation that uplifts the surrounding areas, benefits neighboring businesses and creates no negative impacts. In the letter, Mike included his contact information and offered to address any questions or concerns his neighbors might have. A sample copy of this letter is included in herein as **Appendix H**. East of Eden sent personalized "Dear Neighbor" letters to the following businesses: Bag of Crab, Chevys, Chick-fil-A, Hilton Garden Inn, GameStop, Johnny Carinos, Mel's Diner, Mimi's Cafe, Panda Express, Panera, Pieology, Red Lobster, T-Mobile, Western Dental, and WingStop. East of Eden views this as a first step in the process of building strong and highly collaborative relationships with its neighbors, as it has been able to do at each of its other retail locations.





## **APPENDIX A**

### **Business Formation Documents**



A0813416

4077930

FILED JRM  
Secretary of State  
State of California

MAY 25 2018 *la*

**FIRST AMENDMENT TO  
SECOND AMENDED AND RESTATED  
ARTICLES OF INCORPORATION**

The undersigned certify that:

1. The undersigned are the **President** and the **Secretary**, respectively, of BAK FESTIVALS, INC., a California corporation.

2. Article III, Section (B)(2)(c) of the Second Amended and Restated Articles of Incorporation of this corporation (the "**Articles of Incorporation**") is hereby deleted and replaced in its entirety by the following:

**"(c) Election of Board of Directors.** The Board of Directors shall consist of five directors, to be elected as follows:

(i) The holders of the Common Stock, voting as a separate class, shall be entitled to elect four members of the Board of Directors at each meeting or pursuant to each consent of the Company's shareholders for the election of directors, and to remove from office such director and to fill any vacancy caused by the resignation, death or removal of such director.

(ii) The holders of the Series A Preferred, voting together as a single class on an as-if-converted basis, shall be entitled to elect one member of the Board of Directors (the "**Preferred A Director**") at each meeting or pursuant to each consent of the Company's shareholders for the election of directors, and to remove from office such director and to fill any vacancy caused by the resignation, death or removal of such director.

(iii) At any meeting held for the purpose of electing a director, the presence in person or by proxy of the holders of a majority of the outstanding shares of the class or series entitled to elect such director as provided above shall constitute a quorum for the purpose of electing such director.

(iv) No person entitled to vote at an election for directors may cumulate votes to which such person is entitled unless required by applicable law at the time of such election."

3. The foregoing amendment of the corporation's Articles of Incorporation has been duly approved by the board of directors.

4. The foregoing amendment of Articles of Incorporation has been duly approved by the required vote of shareholders in accordance with Section 902, California Corporations Code. The total number of outstanding shares of the corporation is 12,152,531, 633,548 of which are shares of preferred stock and 11,518,983 of which are shares of common stock. The number of shares voting in favor of the amendment equaled or exceeded the vote required. The percentage vote required was more than 50% of the preferred stock entitled to

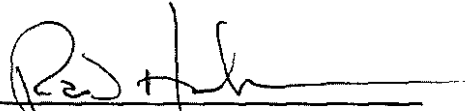


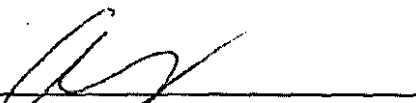
A0813416

vote, voting as a separate class; and more than 83.34% of the preferred stock and common stock entitled to vote, voting as a single class.

We further declare under penalty of perjury under the laws of the State of California that the matters set forth in this certificate are true and correct of our own knowledge.

DATE: May 25, 2018

  
Paul Henderson, President

  
Kasfa Ajir, Secretary



3875688  
**CERTIFICATE OF AMENDMENT OF  
 ARTICLES OF INCORPORATION**

**FILED** *cu*  
 Secretary of State  
 State of California *Chu*

*1 u* **OCT 24 2016**

The undersigned certify that:

1. The undersigned are the president and the secretary, respectively, of Salinas Weed Pool 7 Co., a California general stock corporation.

2. Article ONE of the Articles of Incorporation of this corporation is amended to-read as follows:

**ONE: The name of this corporation is GRUPO FLOR CORPORATION**

3. The foregoing amendment of the Articles of Incorporation has been duly approved by the board of directors.

4. The corporation has issued no shares.

We further declare under penalty of perjury under the laws of the State of California that the matters set forth in this certificate are true and correct of our own knowledge.

DATE: October 21, 2016

  
 Gavin Kogan, President

  
 Stephen H. Kim, Secretary





# California Secretary of State Electronic Filing



## LLC Registration – Articles of Organization

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Entity Name: Flor North Bay LLC

Entity (File) Number: 202027410355

File Date: 09/28/2020

Entity Type: Domestic LLC

Jurisdiction: California

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### Detailed Filing Information

1. Entity Name: Flor North Bay LLC
2. Business Addresses:
  - a. Initial Street Address of Designated Office in California: 514 Work Street  
Salinas, California 93901  
United States
  - b. Initial Mailing Address: 514 Work Street  
Salinas, California 93901  
United States
3. Agent for Service of Process: Stephen H. Kim  
115 Cayuga Street  
Salinas California 93901  
United States
4. Management Structure: One Manager
5. Purpose Statement: The purpose of the limited liability company is to engage in any lawful act or activity for which a limited liability company may be organized under the California Revised Uniform Limited Liability Company Act.

### Electronic Signature:

The organizer affirms the information contained herein is true and correct.

Organizer: Barbara M. Goulding





**Secretary of State**  
**Statement of Information**  
(Limited Liability Company)

**LLC-12**

20-E27146

**FILED**

In the office of the Secretary of State  
of the State of California

OCT 22, 2020

**IMPORTANT** — [Read instructions](#) before completing this form.

**Filing Fee – \$20.00**

**Copy Fees** – First page \$1.00; each attachment page \$0.50;  
Certification Fee - \$5.00 plus copy fees

**This Space For Office Use Only**

**1. Limited Liability Company Name** (Enter the exact name of the LLC. If you registered in California using an alternate name, [see instructions](#).)

EAST OF EDEN NORTH BAY, LLC

**2. 12-Digit Secretary of State File Number**  
202027410355

**3. State, Foreign Country or Place of Organization** (only if formed outside of California)  
CALIFORNIA

**4. Business Addresses**

a. Street Address of Principal Office - Do not list a P.O. Box 514 Work Street	City (no abbreviations) Salinas	State CA	Zip Code 93901
b. Mailing Address of LLC, if different than item 4a 514 Work Street	City (no abbreviations) Salinas	State CA	Zip Code 93901
c. Street Address of California Office, if Item 4a is not in California - Do not list a P.O. Box 514 Work Street	City (no abbreviations) Salinas	State CA	Zip Code 93901

**5. Manager(s) or Member(s)**

If no **managers** have been appointed or elected, provide the name and address of each **member**. At least one name **and** address must be listed. If the manager/member is an individual, complete Items 5a and 5c (leave Item 5b blank). If the manager/member is an entity, complete Items 5b and 5c (leave Item 5a blank). Note: The LLC cannot serve as its own manager or member. If the LLC has additional managers/members, enter the name(s) and addresses on Form LLC-12A ([see instructions](#)).

a. First Name, if an individual - Do not complete Item 5b	Middle Name	Last Name	Suffix
b. Entity Name - Do not complete Item 5a Grupo Flor Corporation			
c. Address 514 Work Street	City (no abbreviations) Salinas	State CA	Zip Code 93901

**6. Service of Process** (Must provide either Individual **OR** Corporation.)

**INDIVIDUAL** – Complete Items 6a and 6b only. Must include agent's full name and California street address.

a. California Agent's First Name (if agent is <b>not</b> a corporation) Stephen	Middle Name H.	Last Name Kim	Suffix
b. Street Address (if agent is <b>not</b> a corporation) - <b>Do not enter a P.O. Box</b> 115 Cayuga Street	City (no abbreviations) Salinas	State CA	Zip Code 93901

**CORPORATION** – Complete Item 6c only. Only include the name of the registered agent Corporation.

c. California Registered Corporate Agent's Name (if agent is a corporation) – Do not complete Item 6a or 6b

**7. Type of Business**

a. Describe the type of business or services of the Limited Liability Company  
Retail

**8. Chief Executive Officer, if elected or appointed**

a. First Name	Middle Name	Last Name	Suffix
b. Address			
City (no abbreviations)		State	Zip Code

**9. The Information contained herein, including any attachments, is true and correct.**

10/22/2020

Date

Barbara M. Goulding

Type or Print Name of Person Completing the Form

Paralegal

Title

Signature

**Return Address (Optional)** (For communication from the Secretary of State related to this document, or if purchasing a copy of the filed document enter the name of a person or company and the mailing address. This information will become public when filed. [SEE INSTRUCTIONS](#) BEFORE COMPLETING.)

Name: [ ]

Company:

Address:

City/State/Zip: [ ]





## **APPENDIX B**

### **Proof of Insurance**





10/22/2020

Re: City of Fairfield

East of Eden North Bay LLC, dba East of Eden – will be properly insured with Property Insurance, Work Comp Insurance, General Liability Insurance - \$1,000,000 limit, Product Liability Insurance - \$5,000,000 Limit, and Excess Liability Insurance - \$2,000,000 limit, upon start of operations.

We will be guided with all of our insurance needs by Director of Cannabis Operations, Kevin Tarango at Heffernan Insurance Brokers who is a member of the National Cannabis Industry Association, California Cannabis Industry Association, and is up to date on the newest California mandates regarding insurance and cannabis.

Upon receiving our Fairfield Retail Cannabis License, Heffernan Insurance Brokers will promptly put the proper insurance coverages in place and distribute Certificates of Insurance to all who request. This will include all insurance carriers and policy numbers.

Regards,

Kevin Tarango  
Director of Cannabis  
Heffernan Insurance Brokers  
415.699.2022







## **APPENDIX C**

### **State Licenses**



**Adult-Use and Medicinal - Retailer License**  
**Provisional**  
**Storefront****LICENSE NO:**  
**C10-0000224-LIC****LEGAL BUSINESS NAME:**  
**EAST OF EDEN CANNABIS  
COMPANY****PREMISES:**  
**514 WORK ST  
SALINAS, CA 93901-4350****VALID:**  
**6/18/2019****EXPIRES:**  
**6/17/2021**

Non-Transferable

Prominently display this license  
as required by Title 16 CCR § 5039**Adult-Use - Distributor License**  
**Provisional****LICENSE NO:**  
**C11-0000401-LIC****LEGAL BUSINESS NAME:**  
**FLOR X, INC.****PREMISES:**  
**516 WORK ST  
SALINAS, CA 93901-4350****VALID:**  
**6/18/2019****EXPIRES:**  
**6/17/2021**

Non-Transferable

Prominently display this license  
as required by Title 16 CCR § 5039**Adult-Use and Medicinal - Retailer License**  
**Provisional**  
**Storefront****LICENSE NO:**  
**C10-0000700-LIC****LEGAL BUSINESS NAME:**  
**EAST OF EDEN MOSS LANDING,  
LLC****PREMISES:**  
**8022 MOSS LANDING RD, SUITE A  
MOSS LANDING, CA 95039-9651****VALID:**  
**4/7/2020****EXPIRES:**  
**4/7/2021**


Non-Transferable

Prominently display this license  
as required by Title 16 CCR § 5039**Adult-Use and Medicinal - Retailer License**  
**Provisional**  
**Storefront****LICENSE NO:**  
**C10-0000117-LIC****LEGAL BUSINESS NAME:**  
**WF ENTERPRISES, INC.****PREMISES:**  
**111 OLD TULLY RD  
SAN JOSE, CA 95111-1921****VALID:**  
**6/4/2019****EXPIRES:**  
**6/3/2021**

Non-Transferable

Prominently display this license  
as required by Title 16 CCR § 5039STATE OF CALIFORNIA  
DEPARTMENT OF PUBLIC HEALTH  
MANUFACTURED CANNABIS SAFETY BRANCH**ANNUAL MANUFACTURING LICENSE**  
**ADULT AND MEDICINAL CANNABIS PRODUCTS****LICENSEE:**  
710 COMBINATOR CO.  
710 COMBINATOR CO.**LICENSED PREMISES:**  
518 WORK ST  
SALINAS, CA 93901-4350**LICENSE NUMBER:** CDPH-10002658  
**LICENSE TYPE:** Type 7: Volatile Solvent Extraction**EFFECTIVE DATE:** 04/22/2020  
**EXPIRATION DATE:** 04/22/2021

The licensee named herein is authorized to manufacture cannabis products at the licensed premises listed herein through the expiration date of this license. This annual license issued is in accordance with the provisions of Division 10 of the California Business and Professions Code and is not transferable to any other person or premises. The licensee is required by law to notify the Manufactured Cannabis Safety Branch of changes pertaining to this license. This license shall always be displayed in a prominent place at the licensed premises. This license shall be subject to suspension or revocation by the California Department of Public Health if it is found that manufacturing operation is in violation of Division 10 of the Business and Professions Code or regulations adopted thereunder.

California Department of Public Health  
P.O. Box 997377, MS-7806  
Sacramento, CA 95899-7377  
Asil A. Maan Ph.D.  
Chief, Manufactured Cannabis Safety Branch





## **APPENDIX D**

### **Resumes**



# GAVIN KOGAN

514 Work Street  
Salinas, CA 93901

[www.linkedin.com/in/gavin-kogan-0404b6/](http://www.linkedin.com/in/gavin-kogan-0404b6/)

  
gavin@grupoflor.com

## EXPERIENCE

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### **BAK FESTIVAS, INC.**

#### **GRUPO FLOR CORPORATION**

*CEO and Chairman of the Board*

Salinas, CA

1/16 – Present

- Oversees implementation of corporate governance.
- Chairs board meetings which set policy and the course of direction for the company.
- Has been instrumental in the creation of the Company's culture and climate whereby Grupo's simple mission statement "PEOPLE FIRST!" has arisen as its main tenet and guiding principal.
- Laid the groundwork for the growing vertical integration for which Grupo has become renowned and which has enabled it to sustain its rapid growth while maintaining its stability.
- Mr. Kogan has long acted as a spokesperson for the cannabis industry as it has matured from the Wild West of the virtually unregulated days of limited exemptions to criminal enterprise to the taxed and regulated legal marketplace that exists today.

### **INDUS HOLDING COMPANY**

*Co-Founder and General Counsel*

Salinas, CA

4/14 – 12/15

- Co-Founded this company as a Cannabis Brand Intellectual Property holding company which held property rights secured in California brand ALTAI BRANDS, Colorado brand DIXIE ELIXERS and Washington brand JUJU JOINTS, all nationally recognized brands.
- Co-created the Altai Brand concept handled all legal issues, and developed the company's business operational strategy and lead implementation of the same.

### **EDIBLE MANAGEMENT LLC**

*Manager*

Salinas, CA

4/14 – 12/15

- Management of non-profit association Cypress Manufacturing Company concerning cannabis compliance, administration & brand management.
- Oversaw all human resources and legal compliance aspects.

### **CYPRESS MANUFACTURING COMPANY**

*General Counsel and Secretary*

Salinas, CA

4/14 – 12/15

- Produced nationally recognized branded medical cannabis products under license by Indus Holding Company.
- As secretary Mr. Kogan ensured compliance with California cannabis laws.

### **L+G LLP, ATTORNEYS AT LAW**

*Attorney*

Salinas, CA

2013 – 2016

- Established and led legal practice group exclusively representing all manner of MMPA compliant commercial cannabis business operators, ancillary services and land use interests.



**HUDSON MARTIN FERRANTE & STREET***Senior Legal Counsel*

Monterey, CA

2009 – 2013

- Business law practice including representation MMPA compliant commercial cannabis business operators, entrepreneurs and ancillary services.

**KOGAN & ASSOCIATES***Managing Law Partner*

Santa Cruz, CA

2004 – 2009

- Business law practice which included assisting MMPA compliant cannabis growers to rent or purchase land throughout the Central Coast and North Coast regions of California

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**EDUCATION**

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**WHITTIER COLLEGE LAW SCHOOL***Juris Doctor*

Costa Mesa, CA

1998

- Graduated with Honors

**UNIVERSITY OF SOUTHERN CALIFORNIA***Bachelor of Arts in Literature*

Los Angeles, CA

1990

- Varsity Crew 1987 - 1989

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**ADDITIONAL INFORMATION**

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- Languages: Fluent Spanish
- Activities: Surfing, Travel, Foreign Language, Painting and Creative Writing



# MIKE BITAR

514 Work Street  
Salinas, CA 93901

  
[mike@grupoflor.com](mailto:mike@grupoflor.com)

Mustafa "Mike" Bitar serves as Vice President of Retail Sales of BAK Festivals, Inc., the parent company of Grupo Flor Corporation. Grupo Flor Corporation is the parent company of East of Eden Cannabis Co. (Retail Storefront in Salinas), East of Eden Moss Landing, LLC (Retail Storefront in Moss Landing), East of Eden Prunedale, LLC (Retail Storefront in Prunedale), 710 Combinator Co. (Manufacturing), and Flor X, Inc. (Distribution).

Mike is a co-founder of Grupo Flor Corporation. His keen acumen for anything involving commercial real estate was key to Grupo Flor getting off to a running start. Mike worked tirelessly to acquire ground leases for key properties throughout Monterey County which were the bedrock upon which the company was built.

From the very beginning Mike has always espoused, "It's all about the people. None of us could do this alone. It's the combination of every individual's specialized talents that makes us who we are." This led Mike to work diligently to staff East of Eden's retail stores with the most qualified candidates from the local communities in which the stores are located. This has resulted in a talented and diverse workforce which, in turn, has led to successful operations. Mike is a relationship builder and an incredible retail manager. His boundless energy and enthusiasm is infectious.

## Grupo Flor

Salinas, CA

*VP Retail and Board Member*

1/16 – Present

- Established Grupo's real estate leasing entities.
- Identifies target markets for retail expansion.
- Opened East of Eden's flagship dispensary in Salinas, CA in October 2018. Managed every aspect of this dispensary and pushed gross monthly revenues to in excess of \$1,850,000 within 18 months of opening with little to no marketing
- Implemented the launch of East of Eden's retail delivery process in Monterey County

## Executive Estates Commercial

Salinas, CA

*Founder and CEO*

4/08 – 12/15

- Founded this company as a Commercial Real Estate firm specializing in commercial properties that focus on minority owned businesses. Managed over 300,000sf of commercial real estate in 5 Northern California counties.

## Executive Estates Real Estate

Salinas, CA

*Founder and CEO*

2/07 – 02/16

- Founded this company as helping first time home buyers purchase homes in the Salinas Valley.
- Had 30 Real Estate agents in 3 offices all located in Monterey County.
- Managed 350 multi-family units in Monterey County and 100 units in Fresno California
- Sold 1200 REO properties in 7 Northern California

## Prudential Commercial Real Estate

Salinas, CA

*Commercial Real Estate Agent*

08/05 – 02/07

- Had 30 Real Estate agents in 3 offices all located in Monterey County.
- Managed 350 multi-family units in Monterey County and 100 units in Fresno California
- Sold 1200 REO properties in 7 Northern California

## Multi Restaurant Operator

Monterey County, CA

Wienerschnitzel, Straw Hat Pizza, Cafe Spano's

08/96 – 06/09

- Owned and operated 6 QSR's in 3 counties
- Employed 145 employees



# MICHAEL ZUMPANO

(707) 372-6121

## PRIVATE RESEARCH PROJECT

*Researcher*

Nyssa, OR

2018-2020

- Researching a new method for Cannabis and Hemp extraction that would improve safety, sustainability, and remove many of the limitations currently facing the extraction industry.
- In February of 2020, completed a 100 page non-provisional patent that describes the technology for a non- toxic, non-flammable, sustainable and biodegradable extraction process that can be conducted at the cultivation site using fresh, wet biomass.
- Proof-of-production equipment is currently extracting over 2M pounds of biomass (400 acres) in Nyssa OR at a rate of 2,000 lbs. per hour. Although still in early stages, it appears that the process will produce sellable material at a much lower cost than either ethanol or CO2 processes.

## VERSAGENIX

*Founder*

Emeryville, CA

2012-2014

- Opened a cannabis delivery service. in Emeryville, CA. Today the company serves nearly 10,000 patients and is managed by Ryan Burke, COO.

## BUDDING HEALTH

*Partner*

Denver, CO

2009-2012

- Built state-of-the-art cannabis cultivation facilities that drew on his knowledge of FDA and USDA manufacturing procedures, along with partners, George Russo, Erick Fraga, Josh Stanley, and Matthew Mangone.
- Managed the construction and licensing of seven dispensaries.
- Invited law enforcement, regulators and legislators to tour his cannabis facilities. Became involved in cannabis legislation, spoke before the Colorado Senate, assisted in the construction of regulations for the adult use cannabis industry in Colorado.

## CHAMPION NUTRITION

*CEO*

Fairfield, CA; Concord, CA

1983 – 2008

- Founded Champion Nutrition, one of the first sports nutrition companies in the country at the time.
- Began sponsoring University research to test the efficacy and safety of his innovative supplements. Studies were published in authoritative scientific journals and presented at the American College of Sport's Nutrition symposiums.
- Built a manufacturing facility, instituted strict quality procedures that earned Champion one of the first EU USDA certifications in the supplement industry.
- Active in promoting supplement legislation and regulation in the 1980's. Worked closely with the FDA in negotiations that would be reflected in the Dietary Supplement Act.
- Gained approval for Champion's products in over 50 of the world's largest countries.





## **APPENDIX E**

**Letter In Support of Budget re: Inventory**



# BAK FESTIVALS, INC.

514 WORK STREET  
SALINAS, CA 93901

October 22, 2020

Commercial Cannabis Program  
City of Fairfield  
1000 Webster Street  
Fairfield, CA 94533

## **Re: Inventory Available**

Dear City Manager:

BAK Festivals, Inc., is the ultimate parent of wholly owned Flor X, Inc., a licensed California distributor, and the applicant, East of Eden North Bay LLC. Flor X, Inc. will serve as the licensed California distributor to East of Eden North Bay LLC in the event of an award.

Flor X, Inc. currently has over [REDACTED] [REDACTED] in cannabis inventory, approximately [REDACTED] [REDACTED] of that inventory is dedicated to initial inventory stock for East of Eden North Bay LLC. Please find enclosed the inventory listing that will be stocked in the event of award and on retail opening. This amount represents start up inventory and three months of inventory at anticipated necessary volume. East of Eden North Bay LLC will pay for the inventory provided by Flor X, Inc. ninety (90) days from date of invoice. Invoices will be issued at product delivery.

BAK Festivals, Inc. is the parent company of other successful licensed dispensary operations and we have used this experience to assess the inventory needs of East of Eden North Bay LLC. We are confident that the inventory availability along with the other support East of Eden North Bay, LLC has from its parent company and its other licensed California cannabis entities will result in a thriving commercial business and one that is able to positively contribute to the Fairfield community.

Sincerely,

*Steven Podell*

Steve Podell  
CFO, BAK Festivals, Inc.



$\hat{X}$	=B1615*D1615
-----------	--------------

	A	B	C	D	E	F
00	Wana Sour Gummies Strawberry Lemonade 1 to 1 CBD/THC 100mg 10pk (10mg ea) (10ct)	REDACTED				
01	Wana Sour Gummies Yuzu 2 to 1 CBD THC 100mg 10pk (10mg ea) (10 ct)					
02	WCC Gas OG 3.5g Cured Can Flower					
03	WCC Rainbow Sherbert 1g Cured Preroll					
04	West Coast Cure MAC 1 3.5g Cured Can Flower (PROMO)					
05	West Coast Cure Mint Cake 3.5g Cured Can Flower (PROMO)					
06	West Coast Cure Pink Lemonade .5g CUREpod w. Live Resin Sauce					
07	West Coast Treez 1g Hybrid Preroll					
08	West Coast Treez 1g Hybrid Preroll (PROMO)					
09	West Coast Treez 1g Indica Preroll					
10	West Coast Treez 1g Indica Preroll (PROMO)					
11	West Coast Treez 1g Sativa Preroll					
12	West Coast Treez 1g Sativa Preroll (PROMO)					
13	West Coast Treez Trainwreck Kush 3.5g Flower					
14	WONDERBRETT Banana OG Pre-Roll 1g (PROMO)					
15	WONDERBRETT Black Orchid Pre-Roll 1g (PROMO)					
16	WONDERBRETT Lemon OZ Kush Smalls 3.5g					
17	WONDERBRETT Strawberry Bliss Smalls Bag 14g (SAMPLE)					
18	WONDERBRETT Strawberry Bliss Smalls Bag 3.5g (SAMPLE)					
19	WYLD Huckleberry Gummies 10pk Edible					
20	WYLD Marionberry Gummies 10pk Edible					
21	WYLD Peach Gummies 2to1 CBD THC 10pk Edible					
22	WYLD Pomegranate Gummies 1to1 10pk Edible					
23	WYLD Raspberry Gummies 10pk Edible					
24	WYLD Strawberry CBD Gummies 20 to 1 (10pk)					
25	YULA Kief LA Skunk 1g (SAMPLE)					
26	YULA Kief Mendo Sour 1g (SAMPLE)					
27	YULA Kief Orange Haze 1g (SAMPLE)					
28	YULA Kief Strawberry Dreams 1g (SAMPLE)					
29	YULA Kief Toponga OG 1g (SAMPLE)					
30	YULA Kief Watermelon Breeze 1g (SAMPLE)					
31						
32						





## **APPENDIX F**

### **Proof of Capitalization**



# BAK FESTIVALS, INC.

514 WORK STREET  
SALINAS, CA 93901

October 22, 2020

Commercial Cannabis Program  
City of Fairfield  
1000 Webster Street  
Fairfield, CA 94533

## **Re: Bank Statement Funds**

Dear City Manager:

BAK Festivals, Inc., the parent of Grupo Flor Corporation and subsequently East of Eden North Bay, LLC, has secured capital support for the operations of East of Eden North Bay, LLC. Please find enclosed the bank statement detail outlining the funds that are dedicated and committed to capitalize East of Eden North Bay, LLC in the event of a license award. The amounts indicate the available and committed and dedicated funds of REDACTED. This amount represents start up costs and three months of operating expenses based on an extremely conservative forecast analysis:

- Construction Costs: REDACTED
- General Supplies: REDACTED
- Soft Costs (Furniture / Computer Equipment): REDACTED
- Pre-open Lease (3 months): REDACTED
- Three months net income reserve: REDACTED
- Professional Services: REDACTED
- State License: REDACTED
- City License Fee: REDACTED
- Contingency: REDACTED

BAK Festivals, Inc. is the parent company of other successful dispensary operations and we have used this experience to assess the capital needs to East of Eden North Bay LLC. We are confident that the funds will support the growth and development of East of Eden North Bay LLC, resulting in it being a contributing and successful part of the thriving Fairfield community.

Sincerely,

*Steven Podell*

Steve Podell  
CFO, BAK Festivals, Inc.



Bak Festivals Inc  
514 Work Street  
Salinas, CA 93901  
(831) 753-9999

Statement Month  
September 2020

Account No. REDACTED

Monthly Statement

ACTIVITY HISTORY

Date	Type	Transaction ID	Partner Name	Amount	Fee	Balance
09/01/2020						
09/02/2020						
09/03/2020						
09/04/2020		T99DLWLTRVUF				
09/05/2020						
09/06/2020						
09/07/2020						
09/08/2020						
09/09/2020						
09/10/2020		58ED4M028YLO				
09/11/2020						
09/12/2020						
09/13/2020						
09/14/2020		1MUB4X4YJ00N				
09/15/2020						
09/16/2020						
09/17/2020		1HVCKF68NPHG				
09/17/2020						
09/17/2020		X43CBOYP2UES				
09/17/2020						
09/17/2020			Cardinale Automotive Group			
09/17/2020		ER9CQ2GQJEE4	Cardinale Automotive Group			
09/17/2020		7J2076J8BUDC				

REDACTED

09/20/2020						
09/20/2020						
09/20/2020						
09/20/2020						
09/20/2020		EWWTAG7QCR0P				
09/20/2020						

Your client account is maintained at Lead Bank (member FDIC) and serviced by Dama Financial, as Agent of Lead Bank.



Bak Festivals Inc  
514 Work Street  
Salinas, CA 93901  
(831) 753-9999

Statement Month  
September 2020

Account No. REDACTED

Monthly Statement

ACTIVITY HISTORY

Date	Type	Transaction ID	Partner Name	Amount	Fee	Balance
09/21/2020						
09/21/2020		52181KVVW06D				
09/21/2020						
09/22/2020		WE8CW9CND820				
09/22/2020						
09/22/2020						
09/22/2020						
09/22/2020						
09/22/2020						
09/22/2020		EABJ0YVCS3KF				
09/22/2020						
09/22/2020						
09/22/2020						
09/22/2020		1E1X5TMRX8D				
09/22/2020						
09/22/2020						
09/22/2020		SUJ1GSRJ9PCV				
09/22/2020						
09/23/2020		KERVICCPV63C				
09/25/2020						
09/25/2020						
09/25/2020		Y8HHZCJ59U2				
09/25/2020		WO3J6I70PFVB				
09/25/2020						
09/28/2020		RJR1VNQF2SR7				
09/28/2020						
09/28/2020						
09/28/2020						
09/28/2020						
09/30/2020		FCWVVR083U284				
09/30/2020						

Your client account is maintained at Lead Bank (member FDIC) and serviced by Dama Financial, as Agent of Lead Bank.



BALANCE ACTIVITY

Beginning Balance	REDACTED
Total Credit	
Total Debit	
Total Fees	
Closing Balance	

IN CASE OF ERRORS OR QUESTIONS ABOUT YOUR ELECTRONIC FUNDS TRANSFER

Email us at ClientServices@DamaFinancial.com, telephone us at 1-877-401-3262 (DAMA) or write us at Dama Financial, P.O. Box 22685 Kansas City, MO 64113 as soon as you can if you think an error has occurred with respect to your Account. We will allow you to report an error until sixty (60) days after the earlier of (i) the date you electronically access an Account statement or a transaction history where the error could be viewed or (ii) the date we sent you the FIRST written transaction history in which the error appeared.

In your error report, you will need to tell us:

1. Tell us your name and account number;
2. Why you believe there is an error and the dollar amount involved; and
3. Approximately when the error took place. If you tell us orally, we may require that you send us your complaint or question in writing within ten (10) business days.

CHANGES TO YOUR INFORMATION

You are responsible for notifying us of any change in your name, business name, ultimate beneficial owners, physical address, mailingaddress, email address or phone number no later than two (2) weeks after any such change goes into effect. Any notice of change ofaddress or name required by this Agreement may be provided to us via email at ClientServices@DamaFinancial.com or by telephone at1-877-401-3262 (DAMA). Requests for address or name changes may be subject to additional verification requirements

Your client account is maintained at Lead Bank (member FDIC) and serviced by Dama Financial, as Agent of Lead Bank.





## **APPENDIX G**

### **Vendor Support Letters**



# LIQUID FLOWER

TOPICALS & TINCTURES™

My name is Claire Steele, I am a mother of two small children, co-founder of Liquid Flower and a successful small business owner for almost 20 years.

Liquid Flower is a California legacy brand hand crafting cannabis wellness & beauty products since the days of prop 215.

REDACTED

Thus, I decided to dedicate my life to this amazing plant and never looked back.

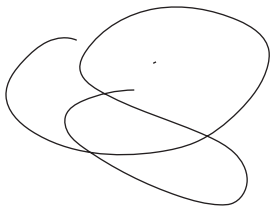
REDACTED

We moved to the Sierras and began Liquid Flower with the intention of helping people look and feel their best. After years of research and formulations, we curated medicinal herbs, ancient oils and healing techniques from around the world that make up the DNA of our products. Each ingredient is carefully thought out and added for their specific medicinal purpose. Today we source the purest forms of those ingredients from reputable fair trade organic suppliers.

Starting a cannabis brand is extremely difficult. Access to funding is nearly impossible, and riding the wave through legalization to today has been challenging. We wouldn't be here today without investments from our friends and family. Furthermore, our partnership with Florx and East of Eden has been critically important! Their support has allowed us to thrive and serve our community through the healing powers of this plant.

Florx understands that the cannabis industry is an opportunity to level the playing field and allow diversity, and they are leading the way.

**Claire Steele**  
**Co-Founder, Liquid Flower**



<https://www.liquidflower.com> @liquidflower 530-205-3025





MoonLion CannaScience your #1 source for the purest, cleanest and safest Cannabinoids in the market together with East of Eden Dispensary is thrilled to bring our customers the best in the cannabis tincture world. .

Moonlion CannaScince was established in 2015 by a Brazilian family from Sao Paulo, with its primary focus the extraction of outstanding tinctures. Made with passion, love and the highest understanding of plant cultivation, from natural, holistic gardening to finished products, MoonLion CannaScience tinctures are the culmination of years of experimentation and experience leading to the best the cannabinoid industry has to offer.

Specializing in CBN, CBD, and THC tinctures. MoonLion CannaScience has perfected the process of extracting just the essential elements needed for good health and alleviation from every-day pains and ailments. With varying ratios to compliment your health and your lifestyle, tinctures from MoonLion CannaScience can soothe or alleviate everything from common aches and pains to insomnia and epileptic outbreaks.

You can find all Moonlion CannaScience products here at East of Eden!

We will continue exploring and experimenting to bring you, our clients, the greatest benefits from the oldest, yet most unexplored, natural medicines on the planet. We look forward to a long future of bringing our fine products to the general public for greater health and well-being.



Hello, my name is Albert Valdovinos. I am one of the founders of Product of Los Angeles. We make La Familia and Agua de Flor the first Mexican cannabis brands. My partner Edgar and I started our journey in cannabis at a young age. [REDACTED]

After highschool in 2012 we started working at what some people call a trap shop. This was an unlicensed location working under proposition 215. The owner of the store saw a huge opportunity in the cannabis industry. At the time there weren't that many well branded brands. Vendors would come in all the time with saran wrapped cookies and brownies. There he saw the opportunity to start his own brand, but his would be properly dosed, and elegantly packaged. Later on the store ended up closing. I doubled down on my college studies and also joined the ARMY. Edgar went on to work for the owner of the closed trap shop helping him manage some parts of the business.

Fast forward to 2016 I've been in the army for 4-5 years now and I am just getting back from my deployment. I am catching up with my good friend Edgar (he's also been working for that brand for about 4 years now) and he starts telling me how he quit his job. I ask him "what are you going to do next?". His answer "I want to start my own cannabis brand curating products for the latino community". When he said that I told him I had some money put away and I'd like to be part of the journey. Since then it's been non stop trial and error for us.

The Year is now 2020 and we've been in business for almost 5 years. It has not been easy, not one bit. What helps us out a lot are our connections and partner retail locations who day in and day out are on the front lines educating consumers and pushing our brand and company forward. Stores like East of Eden who continue to support our brands and highlight our existence and our culture not only help us, but help the community. We are at maximum capacity and don't take on that many clients. With that said East of Eden from their buying team to ownership have expressed the importance of being one of the few stores that carry our line of Hispanic heritage inspired products. They have secured a spot on our client list as their commitment to their community this way providing top of the line products as well as products with flavors and messaging that is a voice for the Latino community.

-Albert Valdovinos  
Co-founder & CEO Product of Los Angeles







Hello, my name is Lauren Hackett and I am the retail sales manager at Riverview Farms in Salinas, Ca; working closely with retail outlets and diligently with our retail sales team members focusing on the needs of our customers, while providing excellent customer service.

My family is third generation Ag Farmers in the Salinas Valley. Ag farming has been a part of our families' legacy for over 20 years. In 2015 my father had a vision of taking our family land/greenhouses, which soon evolved into a fully integrated compliant 365 day a year Cannabis Ag Farm.

My sister, Michelle Hackett, is the President of RVF and also heads the bulk sales and distribution departments.

RVF's workforce is 80% female and without all our hardworking and dedicated team members Riverview Farms would not be what it is today.

We are a true leader in the industry and the **largest female-minority owned grower of cannabis in the world.**

Our in house brands Riverview Farms and 4Republic are broken down to meet the needs of all our customers. Riverview Farms is our premium line of products and features our highest quality flower and largest buds. 4Republic by Riverview Farms is our most popular line. It's a cost- effective value brand featuring B-buds. East of Eden continues to support out local farm and brands. We value our relationship with them and appreciate all the hard work their team does by educating our products and sharing our story to the community.

-Lauren Hackett

Retail Sales Manager





## **APPENDIX H**

### **Neighborhood Outreach Letter**





October 17, 2020

Dear Chick-fil-A:

Hello, neighbor! My name is Mike Bitar and I am the Founder of Grupo Flor Corporation. I founded Grupo Flor in 2015 because I saw a need for a professional cannabis business with a diverse workplace. As you may be aware, in August 2020 the City Council approved an ordinance authorizing one additional cannabis retail store in Fairfield. I am reaching out because Grupo Flor intends to apply for this retail license that Fairfield is making available.

We believe our company has a unique ability to establish a highly professional cannabis operation in Fairfield that uplifts the surrounding community and aligns well with Fairfield's values and social fabric. In our application, we will be proposing locating our store next door. We have chosen this particular location for its availability of ample parking, ingress and egress access, signage, and visibility. As we have done in other cities, we will adopt a robust set of protocols that ensure our store has no negative impacts on surrounding businesses. This would include having 24-hour onsite security and high-resolution monitoring cameras on the exterior of the building. Lastly, please note that we will not be doing any onsite growing or cannabis product assembly. All products in the store are prepackaged. So be assured there will no odors impacting the building or your business.

I am proud to say that, over the past five years, Grupo Flor has become one of the leading cannabis companies in California, with four retail stores. We are currently located in the cities of Moss Landing, Prunedale, and Salinas. We also have a strategic relationship with a retail store in San Jose as well as several other locations that we are currently pursuing in California.

Our stores are regarded as some of the most professional and successful retail cannabis outlets in the state, and are often toured by local officials in California that are considering establishing cannabis programs in their own cities and counties. In addition, we are also vertically integrated into growing, cultivation, co-branding and distribution of cannabis products. Our headquarters and operations are located in Salinas in Monterey County. We welcome you to visit us!

As cannabis is a newly legal business in Fairfield, we understand that a retail cannabis store may face more scrutiny than another type of businesses. We also understand that you may have questions about such a business and we look forward to answering them. One of Grupo Flor's core strengths is its track record of establishing strong, collaborative relationships with neighboring businesses. In each city where we operate, we have developed strong partnerships with our neighbors and grown our businesses together. Through these partnerships, we have become a highly respected member of the communities in which we operate. We are committed to doing the same in Fairfield.

Finally, I will note that Grupo Flor is very intentional about the economic empowerment of the local communities in which we operate our stores. We strive to hire 100% of our employees from the local



community. The managers of our stores are overwhelmingly women and minorities that hail from these communities. My goal as a business owner is to empower people that have the talent and drive to succeed, but that come from communities that have limited access to economic opportunity. Economic empowerment of local communities is central to Grupo Flor's mission as a company, and will be foundational in our business in Fairfield

Again, my purpose in sending this letter is to introduce myself and Grupo Flor. Please let me know if you have any questions for me, or if there are additional details that I can share. I'd be more than happy to do so. I believe that our Grupo Flor retail store in Fairfield has the potential to significantly contribute to the vitality of the surrounding area, and look forward to the possibility of a relationship in the future.

Sincerely,

Mike Bitar  
Founder, Grupo Flor  
[mike@grupoflor.com](mailto:mike@grupoflor.com)  
831-596-6000





## **APPENDIX I**

### **Concept Renderings**



REDACTED



REDACTED



REDACTED





## **APPENDIX J**

### **Additional East of Eden Materials**



# CANNABIS INDUSTRY TIMELINE

## 2017

The best pitch award  
at AG summit

First Cannabis  
Company in AG Tech

Winners of  
Upstart 50 award

## 2018

Began Retail  
Operations in  
Monterey County

Launched California's  
first Cannabis Industry  
Apprentice Program

## 2019

PBS News hour  
Special

Cannabis Ccommodity  
Trading Desk

## 2020

Awarded retail license in Moss Landing

## 2020



Awarded Best of Weedmaps



How To Safely Buy Cannabis During COVID-19

Coronavirus has drastically changed the way people shop for cannabis and how dispensaries operate – and rightfully so. With a total of 16,212 positive cases and 2,317 deaths in California as of May 4th, 2020, policies such as shelter-in-place and mandatory face covering orders are necessary for slowing the spread of the virus as much as possible. But is it safe to purchase cannabis right now?

It can be, as long as you do it right. Consumers and business owners have different responsibilities to make the shopping experience as safe as possible. Here's what you can do to safely buy cannabis during COVID-19.

### USE A DELIVERY SERVICE

It's easier than ever to get cannabis delivered to the comfort of your own home. Look for a cannabis delivery service that operates in your area. If you want the least amount of social contact with others, East of Eden operates a [cannabis delivery service in Sausalito, CA](#) to aid those who need this therapeutic plant during this difficult time.



Photo by [Rory and Peter Steinberg](#)

### ORDER CURBSIDE PICKUP

Another safe and convenient option is placing a curbside pickup order. Here's how curbside pickup works at East of Eden:

- Order online at [EODelivery.com](#)
- Choose Pickup
- When you receive your Pickup
- Get your order delivered to you

Before the pandemic hit the central valley, many people used to go to the dispensary and buy their cannabis products. This online service is a great way to avoid the crowds and stay safe.

# ONLINE

Av

7:28 PM The Sun 22

[Home](#)
[About](#)
[Shop](#)
[Rewards](#)
[Delivery](#)
[Events](#)
[Contact](#)
[Blog](#)

# EAST OF EDEN

**How to Get a Medical Cannabis Recommendation in California**

How to Get a Medical Cannabis Recommendation in California is California's official recreational use of cannabis will be legal in 2018 in California...

[Read More](#)

**Understanding Potency On Cannabis Test Results**

Imagine you're shopping at East of Edens (seeing the 80+ strains on our menu...

[Read More](#)

**How to Safely Buy Cannabis During COVID-19**

How to Safely Buy Cannabis During COVID-19  
Cannacopia has drastically changed the way people shop for cannabis and how dispensary...

[Read More](#)

Available on Desktop, Mobile & Social Media

[illegible]



## VETCBD FORMULATED

VETCBD's award-winning products are developed and formulated by veterinarian Dr. Tim Shiu and made using naturally-sourced cannabis and pet-safe ingredients.



## AWARD WINNING

We use full spectrum, cannabis extracts to create our products. Full spectrum cannabis extracts contain a bouquet of beneficial cannabinoids in addition to CBD. Research has shown that using a variety of cannabinoids can increase therapeutic effects compared to using CBD alone.




## LAB TESTED


Our products are tested by state-licensed laboratories in accordance with California cannabis laws to ensure quality and safety. Your pet's health is our top priority.



Research is one piece of the puzzle, but it's not the whole picture. We're using every quality we can muster to ensure our products are safe and effective. We know you only buy this because you, and your dog, have the best interests at heart. We're committed to your safety and ensuring this is the solution. We'll provide you with the Science, Science, we'll be with you on that, longer and we hope because of it.

**Discontinued**








BY PURETRADING

## TRUE TO OUR ROOTS

### WHAT WE'RE ABOUT

- 
**TRUE-TO-STRAIN FORMULATIONS**  
 Custom blend of 42-60 terpenes, formulated in the most accurate ratios to strain.
- 
**PREMIUM POTENCY, EVERY TIME**  
 Lab tested purity with onset of the effects, our subtle consistency delivers a reliable, premium gateway into our craft.
- 
**DIALLY-IN EXPERIENCE**  
 18 strains available in full and half gram cartridges.

PAPA & BARKLEY

ALIVIO DE  
VERDAD

AQUI DENTRO



PAPA & BARKLEY  
RELIEF PATCH  
3

PAPA & BARKLEY  
RELIEF CREAM  
3

PAPA & BARKLEY  
RELIEF OINTMENT  
3

PAPA & BARKLEY  
RELIEF SOAP  
3

PAPA & BARKLEY  
RELIEF CAPSULES  
3

PAPA & BARKLEY  
RELIEF CAPSULES  
3

La Marca #1

We support all legal ages, multiple languages and pets



RECOMMENDED



Doctors and patients among spirits at haunted Waverly Hills Sanatorium



15th COVID-related death confirmed at the Watsonville skilled nursing

## Local cannabis shops still open, some move to curbside pickup

108 Shares



**KSBW 8**

Updated: 8:28 PM PDT Mar 17, 2020

Infinite Scroll Enabled

**Josh Copitch**

**MONTEREY COUNTY NOW**

[NOW](#) [NEWS](#) [OPINION](#) [A&E](#) [PEOPLE](#) [ADS](#) [ABOUT US](#)

[Sign Up](#) [Contribute](#)

which you can't do with pot stocks," Spatarora says.



## After being deemed 'essential,' cannabis companies settle into a new normal.

Mary Duan Apr 9, 2020 0



e-edition

### This Week In Print



Issue October 22, 2020 - During shelter-in-place, more people seem to be encountering more wildlife. Is it the animals that are changing, or humans?

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**The Californian**

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*This content is being provided for free as a public service to our readers during the coronavirus outbreak. Please support local journalism by [subscribing](#) to The Californian.*

On a somewhat sunny Tuesday afternoon in South Salinas, about eight people waited in line to purchase marijuana at East of Eden — they stood six feet apart from each other.

More customers sat in their vehicles, awaiting curbside service from the cannabis dispensary.

The delivery option is a first of its kind in Salinas after the store received the green light from the Bureau of Cannabis Control to help fight the coronavirus' spread.

It's one of many precautions East of Eden is taking to halt COVID-19, said Mike Bitar, who cofounded East of Eden alongside Gavin Kogan, with the cannabis consortium Grupo Flor.

Salinas' other dispensaries have also enacted strict rules to combat COVID-19 amid a surging market — East of Eden sales are up 10-15% daily, Kogan said.

CannaCruz, on Abbot Street, has also



PRESS

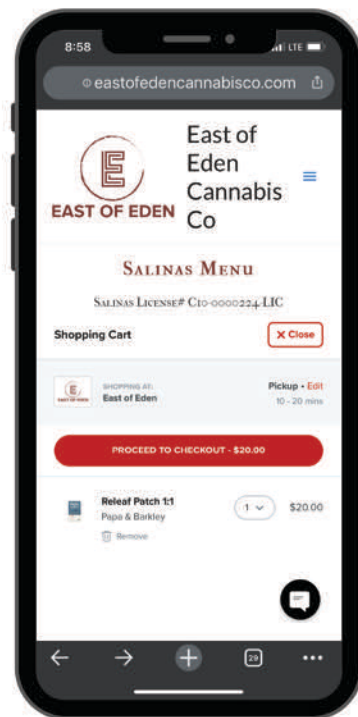
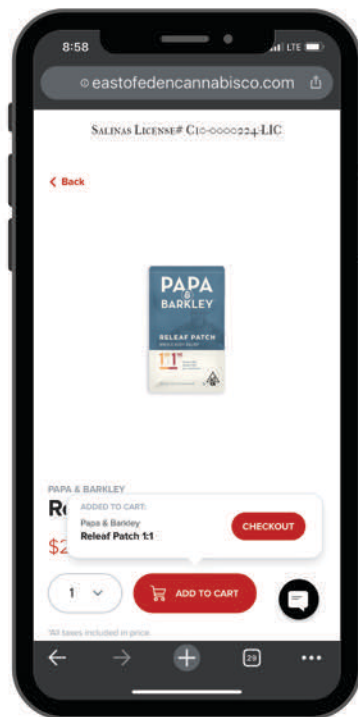
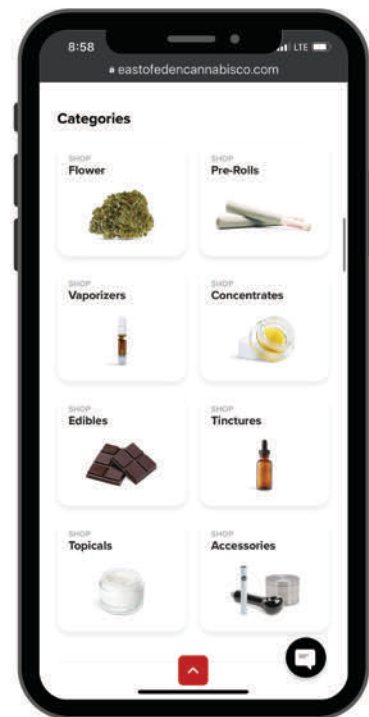
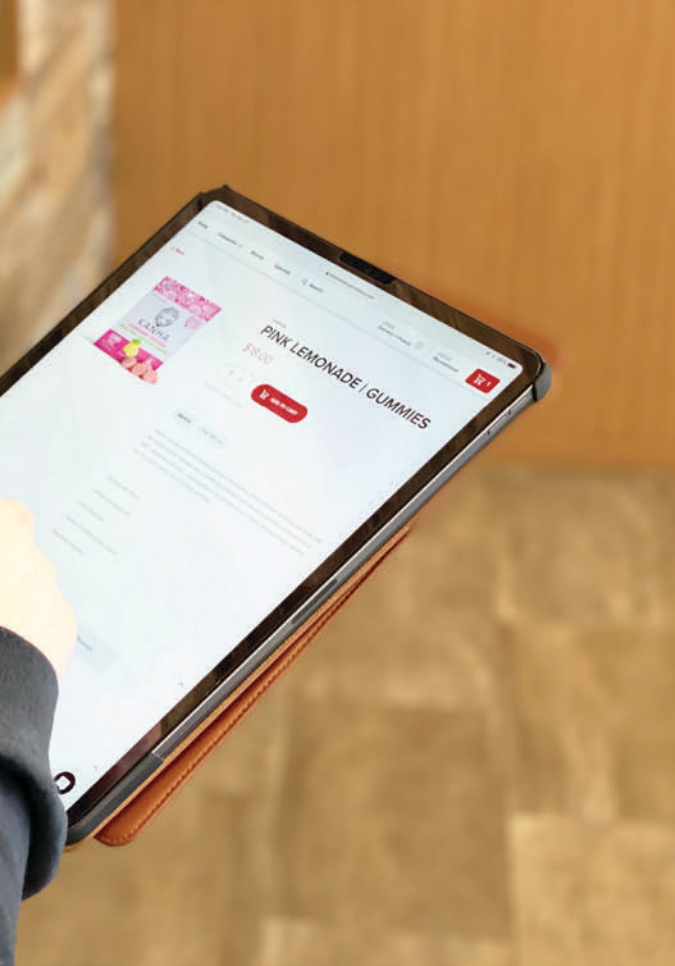




RETAIL EXPERIENCE







VIRTUAL RETAIL EXPERIENCE





**PDF FILE #3**

**BACKGROUND CHECK  
FORMS**





Joanna Martinez &lt;jmartinez@grupoflor.com&gt;

**Your HdL Companies receipt** REDACTED

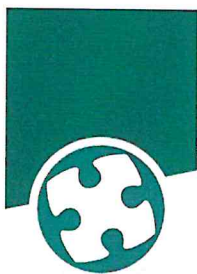
1 message

HdL Companies &lt;receipts+acct\_1FXG5eDfTtf40VZQ@stripe.com&gt;

Reply-To: HdL Companies &lt;support@hdlcompanies.com&gt;

To: jmartinez@grupoflor.com

Wed, Oct 21, 2020 at 12:27 PM

**Receipt from HdL Companies**

Receipt REDACTED

**AMOUNT PAID**

REDACTED

**DATE PAID**

October 7, 2020

**PAYMENT METHOD**

REDACTED

**SUMMARY**

Order Details: Fairfield gov services - 1 pcs. - Gavin  
Kogan

REDACTED

**Amount paid**

REDACTED

If you have any questions, contact us at [support@hdlcompanies.com](mailto:support@hdlcompanies.com)  
or call at +1 909-861-4335.

Something wrong with the email? [View it in your browser.](#)

You're receiving this email because you made a purchase at HdL Companies, which partners with Stripe to provide invoicing and payment processing.





Joanna Martinez &lt;jmartinez@grupoflor.com&gt;

**Your HdL Companies receipt** REDACTED

1 message

HdL Companies &lt;receipts+acct\_1FXG5eDfTtf40VZQ@stripe.com&gt;

Reply-To: HdL Companies &lt;support@hdlcompanies.com&gt;

To: jmartinez@grupoflor.com

Wed, Oct 21, 2020 at 12:26 PM

**Receipt from HdL Companies**

Receipt REDACTED

**AMOUNT PAID**  
REDACTED**DATE PAID**  
October 7, 2020**PAYMENT METHOD**  
REDACTED**SUMMARY**Order Details: Fairfield gov services - 1 pcs. -  
Mustafa Bitar

REDACTED

**Amount paid**

REDACTED

If you have any questions, contact us at [support@hdlcompanies.com](mailto:support@hdlcompanies.com)  
or call at +1 909-861-4335.

Something wrong with the email? [View it in your browser.](#)

You're receiving this email because you made a purchase at HdL Companies, which partners with Stripe to provide invoicing and payment processing.





Joanna Martinez &lt;jmartinez@grupoflor.com&gt;

**Your HdL Companies receipt REDACTED**

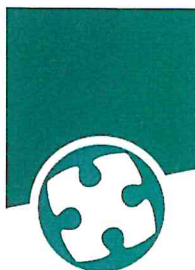
1 message

HdL Companies &lt;receipts+acct\_1FXG5eDfTtf40VZQ@stripe.com&gt;

Wed, Oct 21, 2020 at 12:29 PM

Reply-To: HdL Companies &lt;support@hdlcompanies.com&gt;

To: jmartinez@grupoflor.com

**Receipt from HdL Companies**

Receipt # REDACTED

**AMOUNT PAID**

REDACTED

**DATE PAID**

October 7, 2020

**PAYMENT METHOD**

REDACTED

**SUMMARY**

Order Details: Fairfield gov services - 1 pcs. - Omar Bitar

REDACTED

**Amount paid**

REDACTED

If you have any questions, contact us at [support@hdlcompanies.com](mailto:support@hdlcompanies.com)  
or call at +1 909-861-4335.

Something wrong with the email? [View it in your browser.](#)

You're receiving this email because you made a purchase at HdL Companies, which partners with Stripe to provide invoicing and payment processing.





Joanna Martinez &lt;jmartinez@grupoflor.com&gt;

**Your HdL Companies receipt** REDACTED

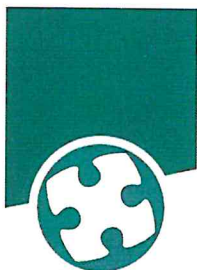
1 message

HdL Companies &lt;receipts+acct\_1FXG5eDfTtf40VZQ@stripe.com&gt;

Wed, Oct 21, 2020 at 12:28 PM

Reply-To: HdL Companies &lt;support@hdlcompanies.com&gt;

To: jmartinez@grupoflor.com

**Receipt from HdL Companies**

Receipt REDACTED

**AMOUNT PAID**  
REDACTED**DATE PAID**  
October 7, 2020**PAYMENT METHOD**  
REDACTED**SUMMARY**Order Details: Fairfield gov services - 1 pcs. - Kasra  
Ajir

REDACTED

**Amount paid**

REDACTED

If you have any questions, contact us at [support@hdlcompanies.com](mailto:support@hdlcompanies.com)  
or call at +1 909-861-4335.

Something wrong with the email? [View it in your browser.](#)

You're receiving this email because you made a purchase at HdL Companies, which partners with Stripe to provide invoicing and payment processing.





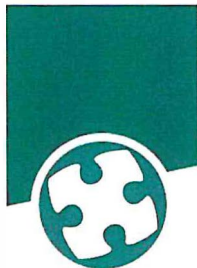
Joanna Martinez &lt;jmartinez@grupoflor.com&gt;

**Your HdL Companies receipt** REDACTED

1 message

HdL Companies <receipts+acct\_1FXG5eDfTtf40VZQ@stripe.com>  
Reply-To: HdL Companies <support@hdlcompanies.com>  
To: jmartinez@grupoflor.com

Wed, Oct 21, 2020 at 12:29 PM

**Receipt from HdL Companies**

Receipt

REDACTED

AMOUNT PAID	DATE PAID	PAYMENT METHOD
REDACTED	October 19, 2020	REDACTED

**SUMMARY**

Order Details: Fairfield gov services - 1 pcs. -  
Stephen Kim

REDACTED

**Amount paid**

REDACTED

If you have any questions, contact us at support@hdlcompanies.com  
or call at +1 909-861-4335.

Something wrong with the email? View it in your browser.

You're receiving this email because you made a purchase at HdL Companies, which  
partners with Stripe to provide invoicing and payment processing.





Joanna Martinez &lt;jmartinez@grupoflor.com&gt;

**Your HdL Companies receipt REDACTED**

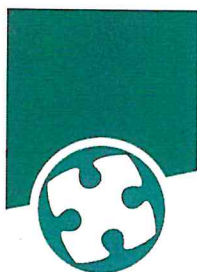
1 message

**HdL Companies** <receipts+acct\_1FXG5eDfTtf40VZQ@stripe.com>

Reply-To: HdL Companies &lt;support@hdlcompanies.com&gt;

To: jmartinez@grupoflor.com

Wed, Oct 21, 2020 at 12:27 PM

**Receipt from HdL Companies**

Receipt REDACTED

**AMOUNT PAID**

REDACTED

**DATE PAID**

October 12, 2020

**PAYMENT METHOD**

REDACTED

**SUMMARY**

Order Details: Fairfield gov services - 1 pcs. -  
Howard Fisher

REDACTED

**Amount paid**

REDACTED

If you have any questions, contact us at [support@hdlcompanies.com](mailto:support@hdlcompanies.com)  
or call at +1 909-861-4335.

Something wrong with the email? [View it in your browser.](#)

You're receiving this email because you made a purchase at HdL Companies, which partners with Stripe to provide invoicing and payment processing.





Joanna Martinez &lt;jmartinez@grupoflor.com&gt;

**Your HdL Companies receipt** REDACTED

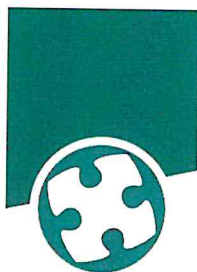
1 message

HdL Companies &lt;receipts+acct\_1FXG5eDfTt40VZQ@stripe.com&gt;

Reply-To: HdL Companies &lt;support@hdlcompanies.com&gt;

To: jmartinez@grupoflor.com

Wed, Oct 21, 2020 at 12:30 PM

**Receipt from HdL Companies**

Receipt REDACTED

**AMOUNT PAID**

REDACTED

**DATE PAID**

October 7, 2020

**PAYMENT METHOD**

REDACTED

**SUMMARY**Order Details: Fairfield gov services - 1 pcs. - Darren  
Dykstra

REDACTED

**Amount paid**

REDACTED

If you have any questions, contact us at [support@hdlcompanies.com](mailto:support@hdlcompanies.com)  
or call at +1 909-861-4335.

Something wrong with the email? [View it in your browser.](#)

You're receiving this email because you made a purchase at HdL Companies, which partners with Stripe to provide invoicing and payment processing.





Joanna Martinez &lt;jmartinez@grupoflor.com&gt;

**Your HdL Companies receipt** **REDACTED**

1 message

HdL Companies <receipts+acct\_1FXG5eDfTf40VZQ@stripe.com>  
Reply-To: HdL Companies <support@hdlcompanies.com>  
To: jmartinez@grupoflor.com

Wed, Oct 21, 2020 at 12:28 PM

**Receipt from HdL Companies**Receipt **REDACTED****AMOUNT PAID****REDACTED****DATE PAID**

October 19, 2020

**PAYMENT METHOD****REDACTED****SUMMARY**

Order Details: Fairfield gov services - 1 pcs. -  
Michael Zumpano

**REDACTED****Amount paid****REDACTED**

If you have any questions, contact us at [support@hdlcompanies.com](mailto:support@hdlcompanies.com)  
or call at +1 909-861-4335.

Something wrong with the email? [View it in your browser.](#)

You're receiving this email because you made a purchase at HdL Companies, which partners with Stripe to provide invoicing and payment processing.





Joanna Martinez &lt;jmartinez@grupoflor.com&gt;

**Fwd: Your HdL Companies receipt [REDACTED]**

1 message

Steve Podell <spodell@grupoflor.com>  
To: Joanna Martinez <jmartinez@grupoflor.com>

Thu, Oct 22, 2020 at 7:32 PM

Thanks,

Steve

Steve Podell | EVP  
(312) 636-0404 | [www.grupoflor.com](http://www.grupoflor.com)



Begin forwarded message:

**From:** HdL Companies <[receipts+acct\\_1FXG5eDfTtf40VZQ@stripe.com](mailto:receipts+acct_1FXG5eDfTtf40VZQ@stripe.com)>  
**Date:** October 22, 2020 at 6:46:21 PM PDT  
**To:** [spodell@grupoflor.com](mailto:spodell@grupoflor.com)  
**Subject:** Your HdL Companies receipt [REDACTED]  
**Reply-To:** HdL Companies <[support@hdlcompanies.com](mailto:support@hdlcompanies.com)>

**Receipt from HdL Companies**

Receipt #1760-9241

**AMOUNT PAID**  
[REDACTED]

**DATE PAID**  
October 22, 2020

**PAYMENT METHOD**  
[REDACTED]

**SUMMARY**

Order Details: Fairfield gov services - 1 pcs.

[REDACTED]

**Amount paid**

[REDACTED]





**PDF FILE #4**

**PROOF OF CAPITALIZATION**



# BAK FESTIVALS, INC.

514 WORK STREET  
SALINAS, CA 93901

October 22, 2020

Commercial Cannabis Program  
City of Fairfield  
1000 Webster Street  
Fairfield, CA 94533

## **Re: Bank Statement Funds**

Dear City Manager:

BAK Festivals, Inc., the parent of Grupo Flor Corporation and subsequently East of Eden North Bay, LLC, has secured capital support for the operations of East of Eden North Bay, LLC. Please find enclosed the bank statement detail outlining the funds that are dedicated and committed to capitalize East of Eden North Bay, LLC in the event of a license award. The amounts indicate the available and committed and dedicated funds of REDACTED. This amount represents start up costs and three months of operating expenses based on an extremely conservative forecast analysis:

- Construction Costs: REDACTED
- General Supplies: REDACTED
- Soft Costs (Furniture / Computer Equipment): REDACTED
- Pre-open Lease (3 months): REDACTED
- Three months net income reserve: REDACTED
- Professional Services: REDACTED
- State License: REDACTED
- City License Fee: REDACTED
- Contingency: REDACTED

BAK Festivals, Inc. is the parent company of other successful dispensary operations and we have used this experience to assess the capital needs to East of Eden North Bay LLC. We are confident that the funds will support the growth and development of East of Eden North Bay LLC, resulting in it being a contributing and successful part of the thriving Fairfield community.

Sincerely,

*Steven Podell*

Steve Podell  
CFO, BAK Festivals, Inc.



Bak Festivals Inc  
514 Work Street  
Salinas, CA 93901  
(831) 753-9999

Statement Month  
September 2020

Account No. REDACTED

Monthly Statement

ACTIVITY HISTORY

Date	Type	Transaction ID	Partner Name	Amount	Fee	Balance
09/01/2020						
09/02/2020						
09/03/2020						
09/04/2020		T9SDIWLTRVUF				
09/05/2020						
09/06/2020						
09/07/2020						
09/08/2020						
09/09/2020						
09/10/2020		58ED4M028YLO				
09/11/2020						
09/12/2020						
09/13/2020						
09/14/2020		IMUB4X4YJ00N				
09/15/2020						
09/16/2020						
09/17/2020		IHVCKF68NPHG				
09/17/2020						
09/17/2020		X43CBOYP2UES				
09/17/2020						
09/17/2020			Cardinale Automotive Group			
09/17/2020		ER9CQ2GQJEE4	Cardinale Automotive Group			
09/17/2020		7J2076JUBUDC				

REDACTED

09/20/2020						
09/20/2020						
09/20/2020						
09/20/2020						
09/20/2020		EWWTAG7QCR0P				
09/20/2020						

Your client account is maintained at Lead Bank (member FDIC) and serviced by Dama Financial, as Agent of Lead Bank.



Bak Festivals Inc  
514 Work Street  
Salinas, CA 93901  
(831) 753-9999

Statement Month  
September 2020

Account No **REDACTED**

Monthly Statement

ACTIVITY HISTORY

Date	Type	Transaction ID	Partner Name	Amount	Fee	Balance
09/21/2020						
09/21/2020		52181KVVW06D				
09/21/2020						
09/22/2020		WE8CW9CND820				
09/22/2020						
09/22/2020						
09/22/2020						
09/22/2020						
09/22/2020		EABJ0YVCS3KF				
09/22/2020						
09/22/2020						
09/22/2020						
09/22/2020		1E1X5TMRX8D				
09/22/2020						
09/22/2020						
09/22/2020		SUJ16SRJ9PCV				
09/22/2020						
09/23/2020		KERVICCPV63C				
09/25/2020						
09/25/2020						
09/25/2020		Y8HHZCJ59U2				
09/25/2020		WO3J6I70PFVB				
09/25/2020						
09/28/2020		RJR1VNQF2SR7				
09/28/2020						
09/28/2020						
09/28/2020						
09/28/2020						
09/30/2020		FCWVVR083U284				
09/30/2020						

Your client account is maintained at Lead Bank (member FDIC) and serviced by Dama Financial, as Agent of Lead Bank.



BALANCE ACTIVITY

Beginning Balance	REDACTED
Total Credit	
Total Debit	
Total Fees	
Closing Balance	

IN CASE OF ERRORS OR QUESTIONS ABOUT YOUR ELECTRONIC FUNDS TRANSFER

Email us at ClientServices@DamaFinancial.com, telephone us at 1-877-401-3262 (DAMA) or write us at Dama Financial, P.O. Box 22685 Kansas City, MO 64113 as soon as you can if you think an error has occurred with respect to your Account. We will allow you to report an error until sixty (60) days after the earlier of (i) the date you electronically access an Account statement or a transaction history where the error could be viewed or (ii) the date we sent you the FIRST written transaction history in which the error appeared.

In your error report, you will need to tell us:

1. Tell us your name and account number;
2. Why you believe there is an error and the dollar amount involved; and
3. Approximately when the error took place. If you tell us orally, we may require that you send us your complaint or question in writing within ten (10) business days.

CHANGES TO YOUR INFORMATION

You are responsible for notifying us of any change in your name, business name, ultimate beneficial owners, physical address, mailingaddress, email address or phone number no later than two (2) weeks after any such change goes into effect. Any notice of change ofaddress or name required by this Agreement may be provided to us via email at ClientServices@DamaFinancial.com or by telephone at1-877-401-3262 (DAMA). Requests for address or name changes may be subject to additional verification requirements

Your client account is maintained at Lead Bank (member FDIC) and serviced by Dama Financial, as Agent of Lead Bank.





**PDF FILE #5**

**ZONING VERIFICATION LETTER**





# CITY OF FAIRFIELD

Founded 1856

Incorporated December 12, 1903

## COMMUNITY DEVELOPMENT DEPARTMENT

Home of  
Travis Air Force Base

### COUNCIL

Mayor  
Harry T. Price  
707.428.7395  
Vice-Mayor  
Pam Bertani  
707.429.6298  
Councilmembers  
707.428.6298

Catherine Moy

Chuck Timm

Rick Vaccaro

...  
City Manager  
Stefan T. Chatwin  
707.428.7400

...  
City Attorney  
Gregory W. Stepanicich  
707.428.7419

...  
City Clerk  
Karen L. Rees  
707.428.7384

...  
City Treasurer  
Arvinda Krishnan  
707.428.7036

### DEPARTMENTS

City Manager's Office  
707.428.7400

...  
Community Development  
707.428.7461

...  
Finance  
707.428.7036

...  
Fire  
707.428.7375

...  
Human Resources  
707.428.7394

...  
Parks & Recreation  
707.428.7465

...  
Police  
707.428.7362

...  
Public Works  
707.428.7485

September 17, 2020

Mike Bitar  
Grupo Flor  
514 Work St.  
Salinas, CA 93901

**Re: Zoning Letter for 1740 Travis Blvd., Fairfield, CA 94533, ZL2020-028**

Dear Mr. Bitar:

In response to your request for zoning information for cannabis permitting at the above referenced property, I trust that you will find the following information useful:

- The current zoning classification for the subject property is CR (Regional Commercial).
- Commercial cannabis - retail is a permitted use in the CR zone subject to the requirements of the Fairfield Municipal Code (FMC) Chapter 10E.
- The City has not identified any sensitive uses, as defined in FMC Section 10E.18 (c), within 600 feet of the subject property at the time of this writing.

All information was obtained from public records, which may be inspected during regular business hours. For further information regarding zoning requirements, the entire Zoning Ordinance can be reviewed at the City website, [www.fairfield.ca.gov](http://www.fairfield.ca.gov).

Please contact me at 707-428-7450 or [akreimeier@fairfield.ca.gov](mailto:akreimeier@fairfield.ca.gov) with any questions or concerns.

Sincerely,

AMY KREIMEIER  
Senior Planner





**PDF FILE #6**

**SIGNED AND NOTARIZED  
PROPERTY OWNER CONSENT AND  
LETTER OF INTENTION TO LEASE**





October 14, 2020

Hilary Parker  
Retail West  
Via Email

**RE: PROPOSAL TO LEASE – 1740 Travis Blvd, Fairfield, CA 94533**

AJ -

This letter of intent outlines the terms and conditions under which Cornerstone Land Company would be interested in leasing a portion of the Fuddrucker's at 1740 Travis Blvd to Grupo Flor.

**LESSEE:** Alisal Leasing Corporation or assignee. Please provide supporting financials

**GUARANTOR:** *Subject to review of financials for Lessee.*

**LESSOR:** *Cornerstone Land Company*

**PREMISES:** Approximately 4,000 SF of space plus the indicated on the Site Plan, "Exhibit A", attached hereto.

**LEASE TERM:** Ten (10) years

**OPTION TO RENEW:** Two (2) Five (5) year options. The options shall be exercisable only if Tenant (i) is not in default, (ii) is open and operating under its Permitted Use, (iii) has not assigned or sublet the Premises and, (iv) has provided at least two hundred seventy (270) and no more than three hundred sixty five (365) days prior written notice to Landlord prior to the expiration date of the Initial Term.

**DELIVERY CONDITION:** Landlord shall complete the work outlined on the attached Exhibit C, "Landlord's Work" prior to Delivery to Tenant. Landlord shall submit for permits to complete Landlord's demising work either prior to or upon Tenant receiving approval for its License to Operate from the city of Fairfield. Landlord expects Landlord's work to take \_\_\_\_ days.

**DELIVERY DATE:** Upon completion of the latest to occur: (i) completion of Landlord's work, (ii) mutual Lease execution, (iii) Tenant receiving its license to operate in the Premises along with all necessary permits to start construction.

**LICENSE CONTINGENCY AND TIMING:** The licensing application window in Fairfield opens on September 8<sup>th</sup> and closes October 23<sup>rd</sup>. Tenant shall submit its application prior to October 23<sup>rd</sup>. The city's process for awarding the two available licenses is scheduled to



conclude in late February, 2021. Lease shall be contingent on Tenant receiving a license to operate. Tenant shall waive this contingency upon the earlier of receiving its license or March 15, 2021. If Tenant has not received a license to operate prior to April 1, 2021, either party shall have the right to Terminate the lease.

**TENANT'S PLANS:**

Tenant commits to working on its plans upon mutual Lease execution. Landlord shall have the right to review and approve Tenant's plans prior to submittal to the city of Fairfield.

**TENANT IMPROVEMENT  
ALLOWANCE:**

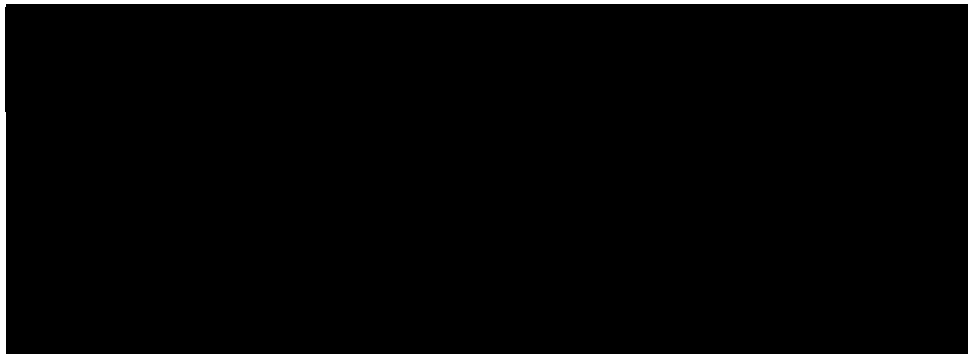
None.

**LEASE &  
RENT COMMENCEMENT:**

Base Rent will commence the earlier of (i) sixty (60) days after Tenant has received its construction permits and required licenses to operate in the Premises, and Landlord's delivery of the building, (ii) Tenant opening for business, but in no even shall the rent commence later than June 1, 2021, provided Landlord has delivered the premises with Landlord's work complete. Rent commencement will be extended day for day beyond June 1, should Landlord's work be delayed.

**BASE MONTHLY RENT:**

The base monthly rent is the greater of:



**OPERATING EXPENSES:**



**UTILITIES:**

Tenant shall pay for utilities separately metered, used, or consumed by Tenant in the Premises.

**SECURITY DEPOSIT &  
RENT AT SIGNING:**





***USE & EXCLUSIVE:***

Tenant shall operate in the premises as a first class recreational and medicinal cannabis store, designed in a similar manner to that of their existing stores, including delivery. Landlord shall warrant Tenant's use does not violate any existing exclusives or CCR's restrictions encumbering the property.

***SECURITY:***

Tenant shall maintain adequate security to ensure the property and its business are safe from loitering, damage and unwanted nuisance that could negatively affect the adjacent tenants.

***SIGNAGE:***

Tenant shall be allowed to install 2 façade signage to the maximum extent allowable by the city of Fairfield, along with monument signage. Landlord shall work with tenant and the city to see if it can secure freeway pylon signage. If available for Tenant, the cost to rent such signage will be at the sole cost of Tenant.

***OPERATING HOURS:***

Tenant shall abide by the city's allowable operating hours for its use.

***PARKING:***

Non-exclusive, shared parking at the property.

***BROKER:***

Tenant and Landlord acknowledge AJ Schrader of Retail West is representing Grupo Flor and Hilary Parker of Retail West is representing the Landlord. All parties acknowledge there are the only brokers involved in the transaction. A brokerage fee equal to six percent of the scheduled rent for the primary term be split 50-50 between Landlord and Tenant's brokers.

***CONFIDENTIALITY:***

All involved parties will maintain all information pertaining to this transaction in confidence and will not disclose such information to any other party without written consent. Confidential Information may be released to the parties' employees, partners, consultants and lenders who have a reasonable need for such Confidential Information, provided that such individuals agree to maintain the confidential nature of the information.

This Lease Proposal is non-binding and intended solely as a summary of the terms currently proposed by the parties. It is to be used for discussion purposes only. The parties acknowledge that neither of them intends to enter or has entered into, and nothing herein constitutes an agreement to negotiate a definitive future agreement. Both parties further acknowledge that no binding agreement will exist between them until a definitive future agreement has been prepared in writing and signed by both of them. Prior to the execution of such written definitive agreement, either party may and without any liability to the other party, unilaterally terminate all negotiations. In any event, each party shall be responsible for its own costs and expenses incurred in connection with these negotiations and with the preparation and execution of a definitive agreement.

Sincerely,

AJ Schrader

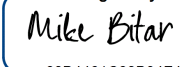


retailwest

Retail West  
Lic#01733584

**ACKNOWLEDGED AND ACCEPTED:**

**LESSEE:** Alisal Leasing Corporation

BY:   
68B4461C83B94F4...

NAME PRINTED: Mike Bitar

TITLE: Co-Founder

DATE: 10/20/2020

**LESSOR:** Cornerstone Land Co

BY:   
02FAC601960D46D...

NAME PRINTED: George Almeida

TITLE: Owner

DATE: 10/19/2020



REDACTED

---



**EXHIBIT C**  
**LANDLORD'S WORK**

**Floors:**

- Floor coverings and adhesives shall be removed down to existing structural floor slab, and any patching or leveling required to accept finished flooring, shall be performed prior to acceptance of the lease PREMISES.
- Raised flooring or handrails, if any, shall be removed.
- Structural floor slab shall be one level throughout the lease PREMISES and ready for flooring.

**Walls:**

- All demising walls shall be insulated and extend from floor slab to underside of structural deck above, and shall be fire-rated in accordance with applicable building codes and ordinances.
- Demising walls shall be provided with quadruplex electrical service outlets spaced no further apart than 12'-0" on center.
- All Landlord penetrations of demising walls shall be fully sealed to prevent passage of smoke.
- Storefront and secondary exit/service doors shall be a minimum of 3'-0" wide.
- Exterior storefront shall be watertight and in good condition.
- Double front Doors which shall have handicap accessible hardware.
- Doors shall be provided with a minimum clearance of 18" from strike edge of door to nearest wall perpendicular to door in closed position on the pull side, and 12" on the push side.
- Secondary exit/service door shall open directly to the exterior or to a handicap accessible exit corridor.
- Interior partitions, except at handicap accessible toilet rooms, shall be completely removed.
- Pre-existing interior and/or exterior tenant signage shall be removed.
- Walls shall be free from holes or depressions which would require patching prior to painting. Wall coverings (such as vinyl wall covering or paneling) and adhesives shall be removed down to the primed or painted surface of the wall.
- Doors or windows within demising walls shall be removed and openings patched.

**Ceilings:**

- Existing suspended ceiling system shall be in clean and good condition, with a minimum height of 10'-0" above finished floor.
- Existing ceiling system shall be removed unless acceptance by Architect to conform with store design and be in a presentable condition.
- Existing soffits, if any, shall be completely removed.
- For lease PREMISES without an existing suspended ceiling system, Landlord shall provide an allowance of [REDACTED] of lease PREMISES
- For lease spaces without an existing suspended ceiling system, lease space shall have a minimum clear height from floor to underside of piping, conduits, structure or other appurtenances, of 12'-0". Additional clearance may be required depending upon existing mechanical system layout.

**Mechanical:**

- Two handicap accessible toilet rooms shall be provided including accessories, ceiling, lights exhaust fan, flooring, FRP and paint.
- Building waste, water and storm drainage lines within lease PREMISES shall be watertight.
- Building water lines within lease PREMISES shall be fully insulated.
- Horizontal roof drainage lines within lease PREMISES shall be fully insulated.
- HVAC units shall be of adequate size to service the leased space. (1 ton per 250 SF)
- HVAC system serving the lease space shall be on separate thermostats located within the lease PREMISES.



- Plumbing fixtures and associated piping outside of the handicap accessible toilet rooms shall be removed unless accepted by TENANT'S Architect to conform with the store design.
- If no existing ductwork is in the premises, Landlord shall provide an allowance of [REDACTED] of lease PREMISES for the ductwork; the tenant will be responsible for the ductwork design, manufacture and install of the ductwork.

**Electrical:**

- Lease PREMISES shall have its own electrical meter and service or submeter.
- Electrical service shall be 120/208V, three phase, four wire with properly sized conduit and wire from distribution point to the electrical panels; 400 amp minimum with two 200 amp panel boxes with 42 circuits
- For lease PREMISES without existing lighting fixtures, Landlord shall provide an allowance of [REDACTED] of lease PREMISES
- For lease PREMISES with existing lighting fixtures, fixtures shall be spaced no further apart than 8'x8'. Lighting fixtures which are not 4 lamp 2'x2' recessed fluorescent fixtures shall be removed.
- Electrical service fixtures, conduits and wiring outside of demising walls or toilet room walls shall be removed back to the main panel servicing the lease PREMISES.
- Surface mounted electrical raceways and wiring shall be removed from demising wall surfaces below 10'-3" above finished floor.
- Ceiling fans and associated wiring shall be removed.
- Exit signs shall be provided at each exit door.

**Other:**

- Landlord to provide mop sink and drinking fountain if required by code.
- Lease PREMISES shall be abated of all hazardous materials in any form, including, but not limited to asbestos, asbestos products, polychlorinated biphenyl (PCB) or other toxic substances.
- Lease PREMISES shall be cleared of previous tenant's fixtures including any stored materials, fixtures, furniture, millwork, grease traps or equipment.
- Path from parking area to front door shall be handicap accessible.
- PREMISES shall meet all local building codes, ADA requirements, and zoning ordinances.
- Roofing system above lease space shall be watertight and under warranty. The cost of all required repairs to maintain the roofing system in a watertight condition, and any associated loss by Tenant, shall be paid by the Landlord. Roof repair and maintenance shall be part of NNN charges.
- The parking lot and adjacent walk paths shall be in good repair. The parking lot shall be striped and all spaces adjacent to the building shall have bumper stops, elevated walk paths, or barriers of a sufficient size as to limit vehicular intrusions to the walk paths or building. Code compliant handicap parking shall be provided. The parking lot shall have site lighting consisting of pole mounted H.I.D. light fixtures that shall provide a minimum of 1 foot-candle of illumination for all paved areas and sidewalks. Walk paths from the parking area to the front door shall be compliant with all handicap accessible codes.



## PROPERTY OWNER CONSENT FORM

Commercial Cannabis Business

### PREMISES LOCATION INFORMATION:

1740 Travis Blvd.	Fairfield	CA	94533
Physical Address	City	State	Zip Code
East of Eden North Bay, LLC (dba East of Eden)			
Tenant Applicant (Business Name)			

If the applicant is not the property owner(s), the applicant must provide the name, address and telephone number of the property owner pursuant to Fairfield Municipal Code Section 10E.8.


### PROPERTY OWNER INFORMATION:

☒ OWNER ☐ PROPERTY MANAGER ☐ OTHER: \_\_\_\_\_

George Almeida	CEO		
Name	Title		
Cornerstone Land Company			
Business Name (if applicable)	Phone Number		
2678 White Horse Rd.	Cool	CA	95614
Mailing Address	City	State	Zip Code

I/We, as the owner(s) of the subject property, consent to the filing of this application and use of the property for the purposes described herein. We further consent and hereby authorize City representative(s) to enter upon my property for the purpose of examining and inspecting the property in preparation of any reports and/or required environmental review for the processing of the application(s) being filed.

George Almeida
Name
CEO
Title


Signature
10/20/20
Date

THE ABOVE SIGNATURE MUST BE ACCOMPANIED BY  
AN ACKNOWLEDGEMENT FROM A NOTARY PUBLIC



**CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT****CIVIL CODE § 1189**

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California )

County of PLACER )On 10/20/2020 before me, DAVE J BEGHETTI, NOTARY  
Date Here Insert Name and Title of the Officerpersonally appeared GEORGE A ALMEIDA  
Name(s) of Signer(s)

who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.



Signature

Dave J Beghetti  
Signature of Notary Public

Place Notary Seal Above

**OPTIONAL**

Though this section is optional, completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.

**Description of Attached Document**

Title or Type of Document: \_\_\_\_\_ Document Date \_\_\_\_\_

Number of Pages: \_\_\_\_\_ Signer(s) Other Than Named Above: \_\_\_\_\_

**Capacity(ies) Claimed by Signer(s)**

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

— Signer Is Representing: \_\_\_\_\_

Signer's Name: \_\_\_\_\_

☐ Corporate Officer — Title(s): \_\_\_\_\_☐ Partner — ☐ Limited ☐ General☐ Individual ☐ Attorney in Fact☐ Trustee ☐ Guardian or Conservator☐ Other: \_\_\_\_\_

Signer Is Representing: \_\_\_\_\_